

Basement  
Stacks

OHIO STATE  
UNIVERSITY

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 88

MAY 27, 1933

Number 21



## The Surprise that "Pepped Up" Pop

"Delicious Visking-cased sausage is my favorite. Ma, how could you plan for a picnic when you did not know we were going to have one?"

Well now, mother is a good manager and when the dealer told her how the modern Visking vegetable casing makes it possible to keep sausage in good condition a long time in her refrigerator, she put in a supply because the dealer gave her a "good price" on a larger quantity. She gets a thrill too out of being prepared for guests, midnight lunches and hurried meals as well as picnics.

Many people who never cared for sausage are now buying it in this modern casing, Visking—it tastes so much better because the original zest of flavor is kept in and the sausage is not contaminated by other foods as Visking is practically air-tight. (Tell your dealers quality sausage protected in Visking pays.)

REG. U. S.



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**THE VISKING CORPORATION**  
6733 WEST 65th STREET CHICAGO, ILLINOIS

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# 14 Reasons Why . . .



*Made in  
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*You should install the  
"BUFFALO" Grinder  
to produce quality  
sausage—profitably*

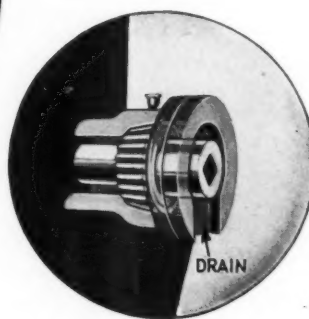


Illustration shows  
heavy tapered rol-  
ler thrust bearing  
and patented drain  
flange. (Explained  
in points 11 and 12)

- 1** Cuts the meat cleaner without heating or mashing.
- 2** Improves the quality of your sausage.
- 3** Cuts the meat as fast as two men can feed it into the hopper.
- 4** Takes large chunks of meat through the fine plate in one operation.
- 5** Specially designed steel feed screw assures long life. Will not break.
- 6** Superior quality steel plates reduce re-grinding and replacement costs.
- 7** Equipped throughout with roller bearings.
- 8** Heavy steel ring, with special thread, means long life.
- 9** Has specially designed feed screw for making finest quality pork sausage.
- 10** Special tool steel stud.
- 11** Heavy tapered roller thrust bearing placed directly in back of feed screw eliminates friction and heating of meat and bearing.
- 12** Patented drain-flange between cylinder and bearing prevents juices from getting into bearing and oil from leaking into the meat.
- 13** Silent chain drive—noiseless operation.
- 14** Hundreds of prominent, successful packers and sausage makers are satisfied users (names on request).

## "BUFFALO"

**JOHN E. SMITH'S SONS COMPANY, Buffalo, N.Y., U.S.A.**

*Manufacturers of "BUFFALO" Silent Cutters, Grinders, Mixers, Chicago Office:  
Stuffers, Casing Pullers, Bacon Slicers and Fat Cutters 4201 S. Halsted St.*

# Build Reliability into Your Equipment with Link-Belt Chains



Link-Belt SS-521 Drive Chain, and MR-1113 Promal Chain with A-3 attachments every 2 ft. For handling hogs through dehairing operation.



MR-1113 Chain with A-3 attachment.



SS-521 Steel Drive Chain.



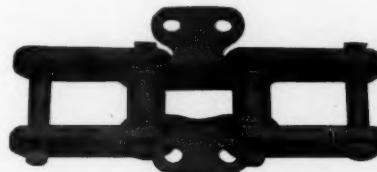
1130 Chain with K-2 attachment.



Ewart Detachable Link-Belt.



"EC" Class Silverlink Roller Chain.



C-131 Combination Iron and Steel Chain with K-2 attachment.



SS-4126 Ice Chain with Hinged Side Finger.



No. 678 Drop-Forged Rivetless Chain with hinged drop finger attachment.

AS THE pioneer manufacturer of sprocket chains, Link-Belt has developed many special types for all conveying and power transmission services throughout the packing plant. Their use will assure continuous dependable operation of your equipment.

For conveyors handling carcasses through the various operations in dressing, in the chilling room, and through the cutting operations, there is a chain specifically suited for every condition, speed and capacity.

Link-Belt Promal chains (the stronger, longer-wearing metal) offer new economy for severe service. They will last longer than ordinary malleable iron, being especially resistant to the chemical action of animal acids, and useful under conditions where lubrication is not permitted. Large stocks of Link-Belt chains, wheels, buckets, bearings and all accessories are carried at convenient points throughout the country.

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Leading Manufacturers of Equipment for Handling Materials Mechanically and Transmitting Power Positively  
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In Canada—Link-Belt Limited—Toronto Works; Montreal; Vancouver.

Offices in All Principal Cities

# LINK-BELT

SEE OUR EXHIBIT AT A CENTURY OF PROGRESS, CHICAGO, JUNE 1 TO NOV. 1, 1933

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# MEETING diversified needs with a diversified line . .

For over 30 years, Hackney has been serving an increasingly wide and varied line of industries—specializing in *each* of their diversified needs.

And, in an effort to improve present shipping methods, Hackney engineers have been conducting a special research for more than two years.

Today, we believe that the results of this work may bring about important economies and new efficiencies for many users of metal barrels and drums.

Aluminum containers are one of these new developments. There are others.

By sending an outline of your present container requirements, in order to permit an individual study of your problems, important improvements may be introduced.

## PRESSED STEEL TANK COMPANY

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**CONTAINERS FOR GASES, LIQUIDS AND SOLIDS**

## WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

Genuine Vegetable Parchment is still the preferred wrapper used as a sure guide to superior meat products by experienced users. Its perfect sanitary protection and practical advantages in use have never been successfully imitated. Made to only one standard of quality but furnished in a wide variety of forms, plain or printed, to fit your every requirement — it still pays to use the Genuine.

**THE WEST CARROLLTON PARCHMENT CO.**

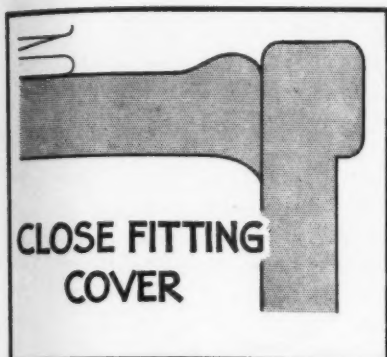
**WEST CARROLLTON ♦ ♦ ♦ OHIO**

OUR 37th YEAR SERVING THE FOOD INDUSTRY

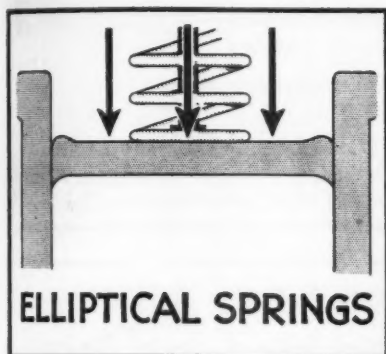


# OUTSTANDING FEATURES

*that cut ham boiling costs, assure profit!*



Body taper in the ADELMANN Ham Boiler is minimized to assure close fit between cover and body at all points. Cover is self-sealing, hence ham cooks in its own juice—flavor and quality are assured!



Cover tilting is eliminated through improved pressure bar design. *Elliptical* springs distribute pressure over a large area; allow ham to expand while cooking, minimizing shrink.



Large corners and plain cover make the ADELMANN Ham Boiler easy to clean. Cleaning costs are cut and neglect discouraged by easy-to-clean design. Many other important features. *Write for details!*

## CASH IN on the boiled ham season

Maximum profits from the boiled ham season depend on efficiency and low operating costs. ADELMANN Ham Boilers do their share in providing profits—and more! The high quality product they insure sells consistently at a price premium; their high efficiency cuts operating costs and makes them *pay for themselves* over and over through the economies they effect.

ADELMANN Ham Boilers are made of Cast Aluminum, Nirossta Metal, Monel Metal and Tinned Steel. Most complete line available. Liberal trade-in schedules make it *profitable* to equip with new ADELMANN Ham Boilers—*"The Kind Your Ham Makers Prefer."*

## WRITE TODAY



# HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—  
Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian  
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*The Only Practical, Most Economical* **GRINDER KNIFE**  
*in Existence*



The O. K. Knife—showing one blade detached—can be changed in a minute. A knife for immediate use. A KNIFE for ALL MAKES and STYLES of Grinders in existence.

**The O. K. Knives**

will hold their cutting edge twice as long as any other knife.

Send for Price List and Information

**The Specialty Manufacturers Sales Co.**

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**On Your Spring Lamb**  
**There Need Be**  
**No HANDLING SPOTS**

It is no hardship to deliver spring lambs as fresh and clean as they come from the cooler. Lambs like that make a big difference to your customer. It won't cost you more than six one hundredths of a cent per pound of lamb to slip an Adler Stockinette over the carcass and its fine appearance will sell more meat for you.

*fred b. bahm*  
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222 West Adams St., Chicago, Ill.  
Selling Agent

**THE ADLER COMPANY**  
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*The World's Largest Knitters of Stockinette Fabrics*

**GRIFFITH'S**  
**PERFECTED SAUSAGE SEASONINGS**

It is reasonable to choose for quality.

Spicing is the *Quality* element in seasoning.

Spicing comes from the Oils or Essences or Extracts of the Whole Spice or the Leaf of Sage and Marjoram. These extractions are emulsified or dried—they have all the husks or shells removed. *The flavor remains.*

Use GRIFFITH'S Perfected Seasonings—They cost less. Prepared in Liquid—Dry Soluble or Dry Mixed Natural.

*Do you want a sample to test?*

**The GRIFFITH LABORATORIES**  
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Canadian Factory and Office: 532 Eastern Ave., Toronto

**SEASLIC, INC.**

*The Original Liquid Spice Makers*

Seaslic Garlic Juice is produced by the most skilled scientific handling under the most sanitary conditions, and is easy to use. It will improve the quality of your finished product. Seaslic Garlic Juice is the pure, concentrated juice of the fresh garlic pods.



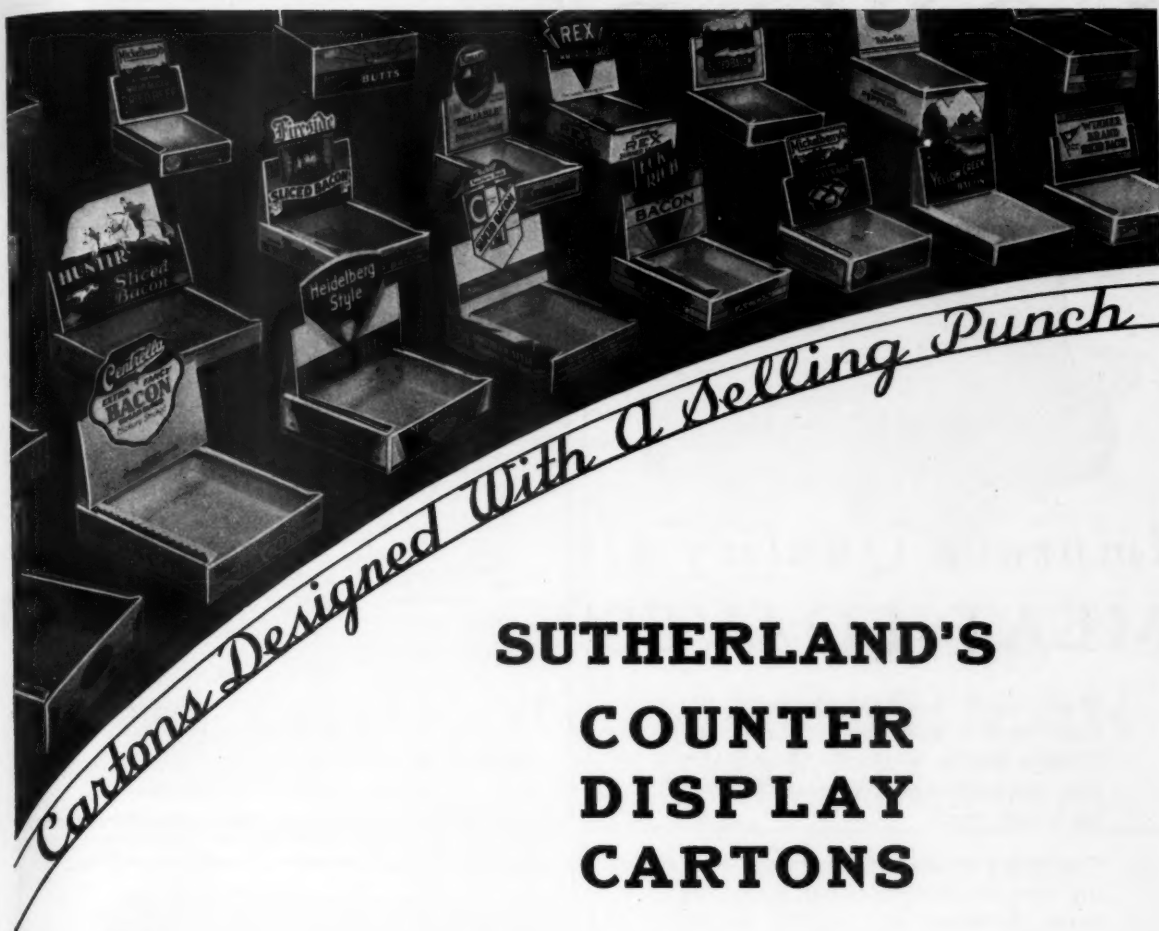
Seaslic Garlic Juice enters the meats as a flavor. It destroys acidity, prevents off-flavors and adds zest to chopped meat and salad dressing; or any dressings used in delicate foods.

A dash of Seaslic Garlic Juice in your smoked sausages, a heavier dash in your corned beef and the amount required for theiringer and salami. Seaslic Garlic Juice is double strength. The flavor holds.

**SEASLIC, INC.**

1415-25 W. 37th Street

Chicago, Ill.



## SUTHERLAND'S COUNTER DISPLAY CARTONS

**C**REATING cartons that influence sales has become a most important merchandising factor. Mere quality of construction is not enough today. Eye-appeal, shelf-appeal, and counter-appeal must all be considered.

Here at Sutherland, we make cartons to do a selling job. Our artists, thru years of experience, have become skillful in producing modern designs that focus the attention and create a favorable buying attitude at the point of sale.

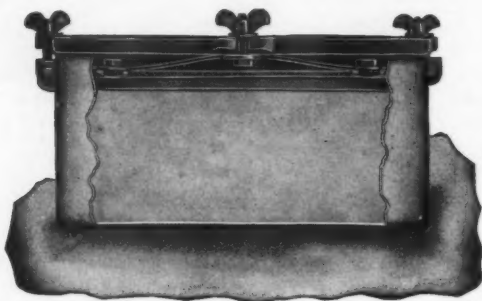
They'll gladly offer you suggestions for putting a real selling punch into your display cartons.



# SUTHERLAND CARTONS

SUTHERLAND PAPER COMPANY, KALAMAZOO, MICHIGAN

# LOWER COOKING COSTS



## Improve Quality of MEAT LOAVES

Meat loaves and spiced meats will build profits for you. The K & J Process Cooker produces finest quality meat loaves and spiced meats at *amazingly low cost!*

The K & J Process Cooker cuts cooking time to 15 minutes per pound; reduces shrinkage to 1 to 3% on dry trimmings. The exclusive K & J principle seals the meat juices in the container, making product juicier, tastier, faster selling.

Ham juices retained in the K & J Process Cooker while boiling hams can also be added to your meat loaves, increasing flavor, quality and binding quality, and give an actual gain of 1 to 2% in weight!

Full particulars of the operating economies and sales advantages offered only by K & J may be had on request.

Write for details!

## — K & J — PROCESS COOKER

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900 North Caroline St., Baltimore, Md.

## USE NEVERFAIL!

The Man Who Knows

*The Perfect Cure*



The Man You Know  
Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen and Wonder Pork Sausage Seasonings.

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

For SUPERIOR quality, fine flavor and profit from cured meats use

**NEVERFAIL**  
*The Perfect Cure*

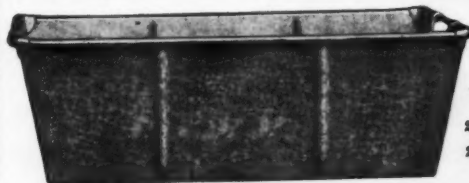
Uniform, reliable and highly dependable. Assures production of quality product.

WRITE!

**H. J. MAYER & SONS CO.**

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### Special Delivery Baskets—No. 3



Top  
26 1/2" x 13"  
Bottom  
24 1/2" x 10"  
Height  
9"

Folded and pressed from one piece 24-gauge galv. steel; top reinforced with 1/2-in. rod; two corrugations each side to strengthen and keep shape. Reinforced hand hole and special reinforced corners. Weighs 11 1/2 lbs. Price, 98c ea. f.o.b. Dubuque. In doz. or more lots name embossed free.

Not equipped with runners—will not replace Nos. 1 and 2 heavy-duty baskets.

Dubuque Steel Products Co. DUBUQUE, IOWA  
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CURING TANKS, BELLY BOXES, AND ALL TYPES OF TRUCKS  
AND STEEL EQUIPMENT FOR THE PACKING PLANT





# CHARKETS

REG. TRADE MARK

The Ideal Smokehouse Fuel



## EACH DAY of DELAY COSTS PROFIT

CHARKETS earn dividends for packers through operating economies and increased profits. Every day you delay using CHARKETS to provide smokehouse heat means lost profits and higher costs. The intense, dry heat produced by this Ideal Smokehouse Fuel completes the drying operation in far less time, thus greatly reducing shrink and improving quality and flavor. CHARKETS burn evenly and cleanly until entirely consumed; can be stored anywhere, even outdoors, without impairing efficiency. Volume of smoke easily controlled; and color variation from rich golden brown to bright cherry red easily produced.

A practical test of CHARKETS in your own smokehouse can be arranged without cost or obligation. Write for details today!

Progressive packers use CHARKETS to guarantee profits from smoking operations. Complete data, showing the excellent results being obtained under actual operating conditions, will be sent gladly. Write.



This special stove, designed expressly for burning CHARKETS, provides maximum efficiency. Plans and specifications furnished without charge.

# TENNESSEE EASTMAN CORPORATION

KINGSPORT  
TENNESSEE

# The Same...TODAY

# NEXT WEEK

# NEXT YEAR



The constant uniformity of Diamond Crystal Salt is daily demonstrated in the uniform results achieved by all who use it.

Made by the exclusive Alberger Process, Diamond Crystal Salt is flaked, and—

Uniform in Color

Uniform in Purity

Uniform in Dryness

Uniform in Solubility

Uniform in Screen Analysis

Uniform in Chemical Analysis

Uniform in Character of Flake

You can depend on it—the same today—next week—next year.

DIAMOND CRYSTAL SALT COMPANY, (INC.)  
(BULK DEPARTMENT)

250 Park Avenue, New York, N. Y.

# DIAMOND CRYSTAL SALT

# Name Any Dry Sausage Product—You will find that Circle E MAKES IT!



## Highest Quality Always Uniform

Circle E products are built up to a standard, not down to a price. Yet the price is in line and the standard of quality is rigidly maintained. Send today for information regarding our profitable plan and such other information as you desire. We'll reply promptly.

Think what it means to carry a really complete Dry Sausage line. No matter what your dealer wants, you can deliver. Also, by stocking the dealer with a full line, he makes more sales and you get more business.

And think what it means to be able to buy the complete line from a single, long established house, noted for the quality and uniformity of its product. All records and dealings are simplified; while time devoted to buying is reduced to a minimum, responsibility is centered, and shipments are economical.

This is the day of simplified methods and reduced costs. Look into the Circle E plan.



## Business-building products with a good profit-margin

Handle the Circle E line and you sell products that will repeat because of sheer goodness. You make a good profit, too. Circle E solicits no business from the retail trade. You have the field to yourself. Write today for full details.

# Circle E Provision Company

UNION STOCK YARDS

CHICAGO, ILLINOIS

Vol. 8

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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 88. No. 21

MAY 27, 1933

Chicago and New York

## Building Volume and Profits with New Meat Products of Quality

A small packer produces a number of meat specialties—including souse, meat loaves of various kinds, fancy sausages, etc.

Volume on each is small, but he always felt this business was profitable, because it gave him a sure outlet for his trimmings, etc.

Recently a cost survey was made in his plant. It revealed many surprising things.

Among these was the fact that the specialty department was losing money, and that it had been unprofitable for some years. This packer has decided to discontinue the manufacture of these specialties, and sell his trimmings and offal to sausage manufacturers.

Before doing this he might have made a survey to determine the market for various products and estimate the possibilities of putting some of them in the profit class.

### Did Not See the Picture

He lost profits for years because he did not know his costs. He may lose further profits because he does not know his market possibilities.

Meat specialties are money losers in many plants because they are considered side lines. As such little thought and study is given to their merchandising—they remain minor products because little effort is given to make them anything else.

If a product is worth producing it is worth selling.

Many meat specialties can be made profit producers. This has

been demonstrated in numerous cases during the past year. That the feat was accomplished under the lash of the need for better profits does not decrease the value of the lesson.

How some packers have built volume and profits on certain specialties is told here by a meat expert.

### Lessons from the Field

By Observer.

When packers complain about the difficulty of profitably increasing volume—and many do—I like to tell them the

experience of a certain packer with fancy baked hams.

This packer formerly sold from 24 to 30 of these hams each week, a volume hardly sufficient to justify him to produce them. The last time I talked with him he was selling from 240 to 260 pieces a week, and his volume was increasing steadily.

Did he cut prices—sacrifice profits for volume—to get this result? He did not!

As a matter of fact, *this packer is getting about 5c lb. more for this product* than he was able to charge for-

### Can't Make Much Time On That Old Mule.



Cartoon courtesy Chicago Daily Drivers' Journal.



merly. He is making more profit on his turnover of baked hams than on some other meats the volume of which is several times that of baked hams.

#### Good Merchandising Starts in Plant.

That this packer was able to do this is interesting, particularly when it is considered that he did nothing a great many other packers can not do.

#### How he did it is the important thing.

To appreciate his achievement it is necessary to know that this packer is doing business in an average territory. It probably has no more wealthy families than any other territory of similar size. Its percentage of consumers in the lower income groups no doubt is no greater. Nevertheless, this packer was able to increase his volume of business on baked hams about ten times.

The fundamental idea back of this feat is that good merchandising starts in the plant.

In this case, however, it extends beyond simply the production of quality merchandise. It includes making the product particularly attractive to the consumer by "dolling it up" to make it unusual and give it customer appeal.

All of us are familiar with the usual baked ham produced in the meat plant. It is an excellent product, but it has the disadvantage of being largely standardized—if not in production, at least in appearance. It is nicely browned, the fat is crisscrossed, a few cloves are stuck in the skin side.

This description will fit the baked hams produced in the large majority of plants. It is a product with which the housewife is familiar; and when she buys it she expects to get nothing new or out of the ordinary.

#### The New Attracts Attention.

Wrapping and packaging offer the opportunity to attract somewhat more than the usual amount of attention to this product—an opportunity many packers have taken advantage of to increase sales.

But when the ham is unwrapped what greets the housewife's eye and palate? The same old ham, unchanged in either appearance or flavor.

Merchandisers in other lines have demonstrated many truths on which packers have been slow to capitalize. One of these is that something new attracts attention.

When this "something new" is dolled up to give it appetite appeal there is a combination that is particularly effective. Customers buy; when they find the quality and flavor just a little better than they had hoped for, they are sold on the article and come back for more. Thus volume is increased.

How this packer prepares and cooks

his hams will not be divulged. He has developed an exclusive process that gives very good results.

But while putting quality and flavor into the product has been an important factor in merchandising results, it has not been the outstanding one. The appearance of the ham on display in the retail store has been its most important quality in winning volume sales for it—it is something new.

#### Giving Ham New Sales Appeal.

This ham is different from the usual run of baked hams. Instead of simply being garnished with cloves, the skin side is covered with sliced pineapple, cherries, apples, etc., held in place by a sugar coating. It is merchandised in a carton with a transparent top. The appeal is irresistible. The important thing, however, is that it is different.

I am told that the cooking shrink on these baked hams is kept down to about 6 per cent. Much of this is picked up again when the fruit decorations are applied.

I have in mind another packer who has just about captured the market for frankfurts in his territory. They are being made in small size and the quality is excellent.

But the important angle is that a small tag is attached to each frank. Something new again. "Quality the highest, and branded so that you can't go wrong," is the advertising appeal.

The public have fallen for it. Eating places advertise that they serve Blank's Frankfurts, as if they were proud of the fact. Newspaper and radio advertising are keeping the public sold.

Another packer has increased his bacon sales by offering 4-oz. packages—

"Just enough for a meal," "Always fresh," has helped to keep up volume.

#### Extra Profits in Small Packages.

Extra profits are made by another packer with chili packed in 4-oz. and 8-oz. packages, and with chili frankfurts. Another is specializing on chicken loaf.

A combination meat and vegetable souse containing carrots, green peppers and celery leaves is winning a large following in another territory. This is sold in a 6-lb. loaf in the center of which is a hog tongue. Decorations consist of sweet pickles, carrots and yellow mustard seed.

In all these cases the appeal of newness is the important merchandising angle.

The market worked up by one packer for a pork tongue and fat back loaf has grown beyond the point where his plant can supply the ingredients, and for some time he has been buying pork tongues from outside plants. Something new, again, attractively offered for sale.

#### Some Minds Run to Volume.

Many packers with whom I talk recognize the merchandising value and the profits that can be made with new products, or old products with a new sales appeal. But there are probably more who are resisting the trend. Their minds run to large quantity production; they dislike the idea of putting considerable work and effort into the production of comparatively small volumes of specialties.

Let us refer again to the packer who is making a success with 4 oz. packages of bacon. He assures me that his volume of these smaller packages is more profitable, comparatively, than his volume of larger packages. He would be well satisfied, he says, if he could market all of his bacon production in the smaller packages.

The price differential is what produces this larger profit. It is sufficient to take care of the increased packaging cost and leave a profit. More girls are required to wrap the smaller packages than would be required to put up a similar tonnage in larger packages, but the more girls he needs the larger are his profits, so what's the difference?

The same situation works out in the case of the fancy baked ham previously mentioned. The production cost is higher, but the packer gets enough more for the product to take care of the extra cost. In addition to building volume, therefore, these hams are bringing in more profits than might be made selling them in any other form.

#### Products That Bring a Premium.

Just at this time, when packers are casting about for opportunities to increase profits, new products or old products offered in a new way offer opportunities that may bear looking into in many instances.

In a number of localities a white  
(Continued on page 42.)

## Inflation Insurance

Many lines of business are worried about price fluctuations as a result of inflation, and traders in meat products are no exception.

Provision trading is on a sale to sale basis, and long-term deliveries can be protected—for both seller and buyer—by the simple clause now included in so many trading contracts:

"Basis NATIONAL PROVISIONER DAILY MARKET SERVICE day of shipment."

Do you protect yourself by such a clause?

Do you have the DAILY MARKET SERVICE to guide you, both by mail and by wire?

Full information concerning this service, and its protection to you in trading now and in the future, supplied upon request to THE NATIONAL PROVISIONER, 407 So. Dearborn st., Chicago, Ill.



## Poultry Feed Yields Increased by Better Screening Methods

One of the troublesome problems of renderers who produce meat scrap poultry feeds is to reduce the amount of fiber to a minimum.

Elimination of this fiber, or fluff, to meet strict government specifications applying to feeds is essentially a screening problem—one which in the past has given much concern to plant operators.

Various kinds of screens have been tried with indifferent results. A year or so ago a new design of screen, and an unusual way of using it, was introduced. The results obtained have been so unusual that it seems probable much less will be heard of the fluff problem from now on.

Fluff is an accumulation of the light fibers of hair, feathers, lint, twine, etc., which results fatally if eaten by poultry. Hence its removal from the finished feed is essential.

The success of the new screening method was not obtained at once, but has been the result of tests on the behavior of light, fibrous material under varying conditions in many plants. Modifications and experiments were necessary to develop a design of screen that would operate equally well under any conditions of animal product separation.

### New Screening Principle Developed.

One of the firms using this new method of fluff removal is the Atlan Soap Works, Jersey City, N. J. This plant produces soap fat, chick feed and fertilizer.

Raw bone and meat scraps are shredded in a high-speed mill on the first floor of the building, then passed through holes in the floor to cookers in the basement. Hydraulic presses are used for oil extraction, and dried cake is passed through a crusher. The crushed product is transferred to a Stedman mill by means of a drag-chain conveyor. From the mill the material is delivered into a bucket elevator, which discharges to a doubledeck Gyrex screen.

This screen, a development of the Robins Conveying Belt Co., New York City, is of the mechanical vibrator type, consisting of a base frame, a vibrator, a "live" screen frame, and compensating springs. The base frame is of cast-iron. The vibrator is a steel shaft enclosed in a tubular casing and sup-

ported on roller bearings on the base frame.

This shaft also carries two other roller bearings mounted eccentrically and attached to the live frame. The live frame, a steel structure carrying the wire mesh decks, is given a circular motion by the eccentricity of the vibrator bearings. This motion is uniform over the entire live frame, and is such that any point on the live frame describes a vertical circle of small diameter.

### Features of Screen Design.

Purpose of the compensating springs is to hold the live frame in a predetermined position as to slope, and to allow it to travel its circular path

feature is the essential factor of long life in screen cloth.

The screen frame is movable about the center of the drive shaft by means of a lever, so that the slope may be changed at will while the machine is in operation. The screen surface may be adjusted to suit condition of material being handled. In addition, adjustability permits replacement of screen cloth without disturbing chutes.

### Direction of Operation Reversed.

One of the factors contributing to the success of the screen on light material, is its disposition with respect to feed and discharge chutes. Ordinarily, in screening heavy material such as sand, the feed is located at the high end of the incline, and material flows gradually to the low end, where it is discharged. In order to remove fluff from chick feed, it is necessary to reverse this relation, and to feed material to the low end of the screen, which then discharges fluff at the high end.



FLUFF SEPARATED BY OPERATING SCREEN IN COUNTER-FLOW DIRECTION.

In ordinary screen operation the drive shaft revolves toward the low end, in the usual direction of material flow. However, fluff cannot be separated from feed in this manner of operation. In this new type of screen normal operation is reversed. Counterflow operation, combined with the proper speed, causes all light material to move upward along the screen surface, the heavy particles falling through. This illustration shows a close-up of screen showing the action of scalper below elevator chute. Fluff is seen moving upward at the left.

without motion being imparted to the base frame. On the vibrator shaft are adjustable counterweights which balance the live frame and prevent escaping vibration. One end of the vibrator shaft is extended, and is equipped with a rope drive connected to a 3 h.p. motor.

It is one of the important features of this screen that the live frame and its wire mesh decks have the same motion at every point, in distinction from vibrating screens in which the wire mesh is vibrated by flexing wires attached to a stationary frame. This

Normal operation of the screen is with the drive shaft revolving toward the low end, in the direction of usual material flow. But as this will not separate fluff, it is necessary to run the screen in the opposite, or "counter-flow" direction.

Proper separation of light fluff from a heavier body of material on a screen is possible only by combination of counterflow rotation with correct speed and eccentricity of the drive shaft. This method of operation causes all

(Continued on page 19.)

## To Aid Foreign Trade What Can Be Done to Help Both Farmer and Industry

By CHARLES E. HERRICK.\*

President, Brennan Packing Company.

Export of agricultural commodities is a most important factor in our national life and prosperity. This is true not only in the rural districts, but in the cities as well. It affects the manufacturer almost as much as the farmer.

Decline in most of our agricultural exports during the last decade—especially in exports of products of the livestock and meat industry—has been an important contributing cause of agricultural distress in this country, if not the prime cause of it.

If it had been within the power of any one person or any group of persons to stimulate exports of farm products during that period they would have done so. Agricultural distress, with its lack of buying power, has brought urban distress and unemployment.

In the decade between 1923 and 1932 our exports of pork and pork products declined approximately one and a half billion pounds. That decline is equivalent roughly to the products of eight million hogs, which in turn represents about thirteen per cent of the number of hogs on all the farms in the United States on January 1st of this year.

### How Pork Export Loss Affects Farmer.

Let us look at this from another angle. According to competent estimates approximately 70 per cent of all land under cultivation in this country is used to produce feed for livestock. More than three-fourths of the entire corn and oat crops of the nation, and a fairly large percentage of the wheat crop, is used for the feeding of livestock.

Anything, therefore, that affects the livestock and meat industry also has an indirect but very decided effect on our most important grain crops.

In 1931 the combined value of the corn and oat crop represented more than one-quarter of the value of seventy-five principal crops produced in the United States, including wheat, cotton, tobacco and potatoes. The figures for 1932 are not yet available, but probably will not vary greatly from the above.

From the viewpoint of the condition of our agriculture, exports are highly important because they represent our excess production and that excess affects the price of every pound consumed at home. Thus, although less than ten per cent of our pork produc-

tion is exported, the price of the entire quantity produced is affected by the export demand.

### Might Have Avoided Distress.

It is my firm belief that if it had been possible to do something during recent years to stimulate our exports of agricultural products—production remaining the same as it was—a considerable part at least of the agricultural distress which has occurred in this country could have been avoided.

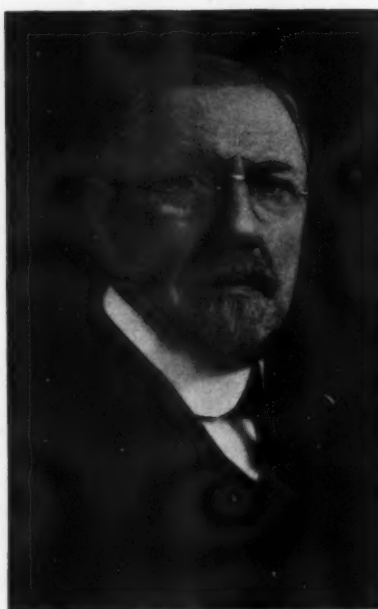
It is of course axiomatic that for a continued successful foreign trade some exchange of goods or services, either directly or indirectly, is essential. In other words, it is extremely doubtful that we can export unless we import to a somewhat similar degree.

Supplementing our imports may be the money spent by our tourists abroad, the funds sent by our foreign-born population to their relatives back home, interest and dividend payments made by us on instruments held abroad. There may be also payments made for services, such as ocean freight paid to ships of foreign flags; or insurance paid to the large foreign companies who do underwriting in this country.

Of course, some particular nation may continue to take more from us than we do from it; but, that nation may sell more to, and buy less from, some other nation and can use those credits in balancing its trade with us.

### Tariff and Trade Restrictions.

There can be no doubt that the restrictions placed on international trade by the nations of the world have curtailed exports greatly; but, perhaps, the desire of all nations to achieve a high degree of self-sufficiency may have been the primary factor.



AN EXPERT ON EXPORTS.

Charles E. Herrick, president of the Brennan Packing Co., is one of the best posted men in the country on the export situation as applying to meats and all packinghouse products, chairman of the Committee on Foreign Relations of the Institute of American Meat Packers and chairman of the Foreign Trade Committee of the Illinois Manufacturers Association.

The export trade of the meat packing industry has dwindled as tariffs have been raised, quotas adopted, and exchange and other restrictions applied.

In the case of lard, for example, the present duty in one country, which has always been one of the largest buyers of American lard, is greater today than the landed cost of the lard.

In another country, which formerly was a good customer for that commodity, the duty and the consumption tax together are more than double the price at which lard sells in this country.

Another country has applied a quota rigidly limiting the quantities of our bacon and hams that can be imported. That quota has been applied, however, in an attempt to raise prices and benefit the farmers of their own country; but that does not lessen the effect upon our export trade. As compared with the allotments to other countries, the quota given us is eminently fair.

### Obstacles to Be Overcome.

Before our export trade in agricultural products can be improved the obstacles mentioned above must be removed or overcome. That is the task confronting the present administration, and on which efforts of an international character are now being made.

Our flight from the gold standard puts our currency more nearly in line with that of some other nations that were formerly among our best customers for our agricultural exports. Thus, one obstacle has been removed.

If nations indebted to us as a result of the war could receive credit on those debts in proportion to the excess amount of their purchases from us, a gradual cancellation of those debts would occur and our export trade be correspondingly increased.

If bargaining or reciprocal tariffs can be agreed upon and thereby eliminate quotas and exchange restrictions, our export trade will correspondingly benefit.

If silver can be assimilated into our monetary system at some safe and sane ratio, export trade with Mexico our largest, and Canada our next largest, silver producing neighbors, will be greatly stimulated. It will also open the markets of the Far East, notably China and India.

### Must Promote Foreign Trade.

When the obstacles are removed, as undoubtedly they will be, there still will remain the necessity of promoting our foreign trade. Few American industries have such outstanding advantages as to definitely assure them a large volume of this business. In saying this it is not my intention to reflect on American industry in any way.

On the contrary, I believe that in many American industries the application of science, technology and American business technique will enable them to overcome the greatly lower labor cost of their foreign competitors. These lower labor costs, and more favorable locations with respect to markets, are advantages that are difficult to overcome.

The removal of barriers to trade will only prepare the way. Industries themselves must promote trade. Just how that should be done it is difficult

(Continued on page 37.)

\*Address before the 21st annual meeting of the Chamber of Commerce of the United States, Washington, D. C.

## Cotton Oil Men Favor Industry Control, Champion Margarine

At its annual convention at New Orleans last week the National Cottonseed Products Association pledged its cooperation with the federal government for farm and industry relief.

A committee of nine was authorized to study production and distribution conditions, and to outline a plan of operation for the industry under the terms of the new legislation.

Margarine as a new outlet for cottonseed oil was a feature of the convention discussions.

Not only did margarine figure prominently in the address of president R. T. Doughtie, but practically one entire day of the convention was given over to a discussion of the possibilities of the widespread use of cottonseed oil in margarine manufacture.

### Fair Deal for Consumer.

It was felt that the public should have a right to determine what kind of edible fat it will buy for use as a table spread, in accordance with its needs and its budget. The removal of existing legal restrictions against margarine made wholly or partly of cottonseed oil was recommended.

Speakers attacked the margarine problem from three angles: 1, the consumer viewpoint; 2, the viewpoint of oil producers and those concerned with cottonseed oil as a by-product who need a larger margarine consumption to increase the market for vegetable fat; and 3, the scientific viewpoint of chemists who have examined margarine as it is now manufactured from the standpoint of chemistry and dietetics.

In his talk at the opening session President Doughtie said he was quite sure he expressed the sentiment of the association in saying that "it shall be our policy to aid wholeheartedly in developing any workable plan that has as its goal agricultural benefits."

### Attitude on Federal Control.

Realizing that an agricultural commodity was the foundation of the business represented by the association, he said: "We live in an area which I am told occupies only about 3 per cent of the world's agricultural land, yet we produce approximately 60 per cent of the world's cotton crop. We are processors of a farm commodity."

Following were resolutions adopted in relation to support of and participa-

tion in activities of the federal government for farm relief and industry control:

"Resolved, That the National Cottonseed Products Association, in annual meeting assembled at New Orleans, this 15th day of May, 1933, convey to the Secretary of Agriculture of the United States its interest and its sympathy and that of its members with the purposes of the Farm Relief Act; that we hereby tender the facilities of the association in any manner that may be helpful and

pledge the full cooperation of the membership, if and when the Secretary shall indicate his desire for such cooperation.

"Resolved, further, that in the meantime, the association will use its best endeavor to make effective the purposes of the act.

"Whereas, it is the purpose and desire of the National Cottonseed Products Association to cooperate with the President and the Secretary of Agriculture of the United States and such others as may be duly empowered by the laws of the United States in their efforts to improve the financial, social and economic conditions throughout the country; therefore, be it resolved,

"That the President of the National Cottonseed Products Association, with the approval of the Executive Committee, appoint a representative committee

## Shepard Is Packer Administrator

To administer the terms of the agricultural adjustment act as it applies to packinghouse products the Secretary of Agriculture has appointed Guy C. Shepard of Evanston, Ill., former vice president of the Cudahy Packing Company.

Mr. Shepard will have charge of the packinghouse division of the work under George N. Peek, administrator of the entire act, and his co-administrator, Charles J. Brand. He is known as one of the best-posted pork merchandising experts in the industry, and his appointment is expected to give general satisfaction, both because of

his experience and his judicial temperament.

General supervision of the trade agreements to be made between packers, and between producers and processors relative to packinghouse products—chiefly hogs, pork and pork products—will be in Mr. Shepard's hands. His work will relate to the processing end of the industry, hog production being under the supervision of another administrator.

The trade agreements which he will supervise and engineer may set prices under the provisions of the act, but are not required to do so.

### A Lifetime of Experience.

Mr. Shepard retired from the Cudahy Packing Co. at the end of 1931 after 40 years of service. He entered its employ at the age of 18, as an errand boy and file clerk. Six years later he was assigned an important position in the provision sales department of the company.

In 1904, after he had been a member of the organization for thirteen years, he was made manager of the pork department, which placed him in charge of all of the company's hog buying, pork production and pork sales activities, a position which he held at the time of his retirement. In 1916 he was made a director of the company and in 1917 a vice-president.

Before his retirement Mr. Shepard was long recognized as a leader in packinghouse circles. His grasp of the intricacies of the pork trade both at home and abroad marked him throughout his career as an authority in this end of the meat packing business. Mr. Shepard is unassuming, democratic and possessed of a personality that makes for him a wide circle of friends wherever he contacts.



PACKER ADMINISTRATOR.

Guy C. Shepard, who retired after 40 years in the industry, during which time he became a past master in pork merchandising, is now called back to duty as administrator of packinghouse products under the agricultural adjustment act.



of nine (9), whose duty shall be to study conditions affecting the mills, producers, consumers, middle men and ginners, and after due consideration, outline a plan of operation for the industry, which plan shall be submitted to the membership of the association for their approval."

Cottonseed crushers were reminded that if the plans to include corn alcohol in gasoline materialized this new alcohol supply would carry with it a residue of 17 lbs. of feed per bushel of corn in competition with cottonseed meal as feed. In addition, some 900,000,000 lbs. of corn oil would automatically enter the edible fat market, already overburdened for outlets.

#### Beef Feeding Outlet for Meal.

A. L. Ward, educational director of the association, pointed to the increased outlet for cottonseed cake as a result of modern methods of marketing yearling steers and the maintenance of cow herds for maximum calf production. With the more widespread acceptance among ranchmen of pushing calves for market as yearlings value is added to every ton of cottonseed produced in the South.

"The new trend in agriculture," Mr. Ward said, "will include the combination of the farmer's own home grown feeds with commercial concentrated proteins, such as cottonseed meal. Cottonseed crushers should get ready for a partnership in this new era of development."

Results of a recent survey made by a Southern agricultural paper to determine the relative use of fats among all types of people in given sections showed that "since butter in many cases costs more than many families can afford, and since in some sections it is difficult to get a high quality butter, and since it is recognized that fat is an ultra-important diet ingredient, especially among people on a diet otherwise restricted, then margarine should fill a definite dietetic gap in the present volume distribution of fats."

#### Marketing of Margarine.

Dr. J. S. Abbott, secretary of the Institute of Margarine Manufacturers, discussed margarine from the marketing angle. He pointed out that butter and margarine each had its own price level and its own individual potential and actual demand. He said there has never been any economic or scientific justification for competitive interests to "defend" themselves against the development of margarine sales by discriminatory legislation.

Summarizing scientific reports as to the nutritive value of margarine, he designated it as equal to the best dairy butter so far as ease of digestion and all of the basic dietetic properties are concerned.

G. S. Meloy, senior marketing specialist of the U. S. Department of Agriculture, who has worked extensively with the crushers on seed quality, pointed out that producers who graded consistently and produced the highest quality seed free from foreign matter and without undue excess moisture and free fatty acid content consistently made the best profits for the year.

Commendation was given Earl S. Haines, executive vice-president of the

(Continued on page 28.)

#### NOT ENOUGH FOR MEAT.

Objection is raised by livestock and meat packing interests to a recent publication of the U. S. Department of Labor entitled "How to Spend Your Food Money." This publication advises the expenditure of only 10 per cent of the dollar for meat, 25 to 30 per cent for milk and milk products and a like amount for fruits and vegetables.

"No woman who ever put up a good full meal would advise that only 10 per cent of the dollar be spent for meat, eggs or fish," one observer pointed out. Another says that "this publication is typical of the kind of meddling activity that hurts one business or another, and for which the taxpayer should not be called upon to pay. The steer feeder and beef packer, for instance, can scarcely feel elated to know that their tax dollars are being used to hurt their business."

#### TONNAGE SALES INCREASE.

Sales of General Foods Corporation, on a tonnage basis, for the first three weeks of May exceeded the entire month of May, 1932, according to C. M. Chester, president. "Our advices indicate that during the last few weeks a better situation has developed in a large part of the packaged food trade," Mr. Chester said. "The company's tonnage sales for the first four months of 1933 exceed the same period last year. The largest rate of increase during the last several weeks has been in the far west. Foreign sales also continue good."

#### OKLAHOMA CHAIN TAX.

Taxation of chain stores was approved by the Oklahoma legislature in a bill passed by both houses providing a tax of from \$5 for one store to \$500 for each store where there are ten or more stores in a chain. The bill has been submitted to the governor for signature.

#### CHAIN STORE NOTES.

Sales of Loblaw Groceries, Ltd., for the four weeks ended April 29 totaled \$1,027,732, a decrease of 11.3 per cent from those of a year earlier. For the forty-eight weeks of the fiscal year sales at \$12,930,341 showed a drop of 7.6 per cent from a like period in the previous year. Net profit for the forty-eight weeks totaled \$786,511 compared with \$904,507 a year earlier.

Fifty per cent of the ownership of the Independent Grocers Alliance of America, one of the largest of the voluntary chain organizations, was transferred recently by sale to the wholesaler members of the organization. J. Frank Grimes remains as president of I. G. A., while James D. Godfrey, president of E. R. Godfrey & Sons Co., Milwaukee wholesalers, becomes chairman of the board of the group. It is pointed out that the new ownership plan means a greater interest on the part of the wholesalers in the control of the organization and the shaping of new policies. I. G. A. was organized in 1926 and now has retailer membership in 42 states.

#### MORE MEAT PACKING ACTIVITY.

Production volume in slaughtering and meat packing plants in the seventh Federal Reserve district showed an increase during April, according to the business conditions report issued by the Chicago Federal Reserve Bank. An increase of 5 per cent over March is reported which brings production to a point 2 per cent higher than last year and 3 per cent above the 1923-1932 average for the month.

Sales billed to domestic and foreign customers showed a non-seasonal increase of 7½ per cent over the preceding month and was within 8 per cent of the April, 1931, billing.

Instead of recording the usual seasonal decline, payrolls for the last week of April showed practically no change from March in the number of employees, but a gain of 4½ per cent in hours worked and 4 per cent in wage payments.

#### WHOLESALE PRICES RISE.

Steady increases have been shown in the index of wholesale prices of all commodities during the past five weeks. Farm products have shown an increase from 44.5 on April 15 to 49.0 on May 13; foods have increased from 55.7 to 59.1 in this period; hides and leather products from 68.3 to 75.8 and miscellaneous items from 57.9 to 59.0.

#### PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, May 24, 1933, or nearest previous date, with number of shares dealt in during week and closing prices, on May 17, 1933:

	Sales, High. Low.	Close, May 17.
Week ended, May 24.	May 24.	May 24.
Amal. Leather. 7,100	3% 24	3% 24
Am. Pfd. 1,100	25 24	25 24
Amer. H. & L. 21,500	11% 11	11 11
Do. Pfd. 12,500	38% 37%	37% 34%
Amer. Stores. 3,000	44% 44	44% 43%
Armour A. 113,150	6 6	6 6
Do. R. 74,500	3% 3%	3% 3%
Do. Ill. Pfd. 13,900	32% 32%	33% 35%
Do. Del. Pfd. 1,600	74% 72	74% 72
Barnett Leather. ....	....	....
Beechnut Pack. 1,000	60 60	60 60%
Bohack, H. C. ....	....	....
Do. Pfd. ....	....	....
Brennan Pack. ....	....	....
Do. Pfd. ....	....	....
Chick C. Oil. 1,300	18 17%	18 18
Childs Co. 400	5% 5%	5% 5%
Cudahy Pack. 20,400	50 48%	49 44%
First Nat. Strs. 6,000	58% 57%	58% 59%
Gen. Foods 25,200	32% 31%	32% 32%
Gobel Co. 29,200	11 10%	10% 10%
Gr. A. & P. 1st Pfd. 60	122 122	122 119%
Do. New 110	170 170	170 181%
Hormel, G. A. 750	17% 17%	17% 17%
Hygrade Food. 14,800	7% 6%	7% 6%
Kroger G. & B. 13,500	28% 27%	28% 28%
Libby McNeill. 12,400	5% 5	5% 5%
McMarr Stores. ....	....	....
Mayer, Oscar ....	....	....
Mickelberry Co. 12,650	8% 6%	6% 6%
M. & E. Pfd. 50	12 12	12 12%
Morrell & Co. 2,500	44% 44	44% 43%
Nat. Fd. Pd. A. ....	....	....
Do. B. ....	....	....
Nat. Leather. 16,350	2% 2%	2% 1%
Nat. Tea 12,900	20% 19%	20 20%
Proc. & Gamb. 15,800	39% 39%	39% 39%
Do. Pr. Pfd. 720	101 100	101 98
Rath Pack. 150	26 26	26 25
Safeway Strs. 24,000	51% 48%	51% 50%
Do. 3% Pfd. 130	86% 86%	86% 86%
Do. 7% Pfd. 240	96% 96%	96% 96%
Stahl Meyer 300	5% 5%	5% 4%
Swift & Co. 235,750	21% 20%	20% 18%
Do. Intl. 41,550	20 27%	22% 25
Truena Fork 100	12 12	12 10
U. S. Cold Stor. ....	....	....
U. S. Leather. 41,900	14% 13%	14% 10%
Do. A. .... 25,500	23% 22%	23 20%
Do. Pr. Pfd. 200	65 65	65 59
Wesson Oil 5,200	19% 18%	19% 19%
Do. Pfd. 500	51% 51%	51% 51%
Wilson & Co. 26,900	6 6	6 5%
Do. A. .... 26,300	15% 14%	14% 14%
Do. Pfd. 11,200	48% 47%	47% 43%



# EDITORIAL

## Possibilities in the "New Deal"

Codes of fair competition are advocated by the President of the United States as an aid in bringing about industrial and agricultural readjustment. Representative groups within individual industries have been invited to draw up such codes. In line with the suggestions of business leaders opportunity will be given not only to regulate trade practices, but if desired to standardize hours of work, fix minimum wages and even to limit production.

Such codes will be applicable only to companies operating in interstate commerce so far as government supervision is concerned. It is entirely conceivable, however, that business and industry operating intrastate may wish to pattern their activities to conform to those meeting government approval.

One great advantage of such codes of fair competition is that they will apply not to a few but to all industries. Those whose raw materials are the product of agriculture will find their authority to establish such codes in the agricultural adjustment act to be administered by the Secretary of Agriculture. Others will come under the industrial recovery bill now pending.

During the period these emergency acts are in operation business and industry will be exempt from the provisions of the anti-trust laws, although subject to government supervision through a system of licensing. This will make possible the carrying out of necessary measures to make codes of fair competition and trade agreements effective. Previously the anti-trust laws have interfered, and even at the present time prosecutions are threatened by at least one branch of the government for the very things the administration is now endeavoring to promote.

Codes of fair competition have been needed in business and industry for a good many years. When production was speeded to the point of market saturation the producer had little say regarding his selling price, and was subject to the dictates of the buyer. This resulted in the development of troublesome practices in the field of distribution. The market became a buyer's

market, wherein little was left undone to attract and appease the consumer.

Surpluses aggravated this situation. Agriculturally and industrially the productive ability of this country far outran its consumptive ability. This was coming to be realized just about the time the world war broke out and temporarily turned the tide. Post-war peace found the world with enormous productive powers, but with greatly reduced consumptive ability. Little thought was given to reducing production, but major attention was centered on selling and distribution. The farmer who had learned to plow up his fence corners to produce more food and feed for war needs was loath to let those corners lie fallow. Industrialists who could see no end to consumptive needs during the war, and who provided factory capacity accordingly, showed little disposition to reduce that capacity.

Everyone in the meat packing industry knows the kind of competition that developed there. Packers as processors of the farmers' livestock felt the obligation to take all that was marketed and to assume the responsibility of finding a market for it. The result was price cutting, "chiselling" of every type on the part of many buyers, the offering of concessions both openly and under many guises, and the resultant loss of a fair wage to the industry for the service rendered.

This was the situation in which the meat packer found himself when the economic depression came. He was a victim in part of the producers of his raw material, in part of the aftermath of war, in part of a trend of the times, and in part of inability to improve his situation because of the prevailing anti-trust laws. Now that his code of trade practices can be reinforced by this new law, it would seem that plans might be laid for profitable operation. Livestock producers may learn to their advantage and to that of the meat packer just how much they should market to return them a profit, and the packing industry may set its house in order and not be thrown off keel by uncontrolled surpluses.

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# Practical Points for the Trade

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## Cooked Liver Meat Loaf

Some packers and sausagemakers who are not equipped with bake ovens find it necessary to make their meat loaves in ham containers, stuffing the product first to preserve its form. Either natural containers or cellulose containers may be used for this purpose. A small packer who wants to use the cellulose container says:

Editor The National Provisioner:

We want to make a liver loaf, but we are not equipped to make any kind of baked loaves. We have seen this loaf stuffed in a Visking casing and would like information on the formula and method of handling.

Following is the formula and handling instructions suggested for the manufacture of this loaf by the producers of cellulose casings:

For a batch of 100 lbs., use

50 lbs. hog livers  
20 lbs. regular pork trimmings  
10 lbs. fat pork trimmings  
10 lbs. lean veal.

The livers should be handled as follows: make incisions about 1 in. apart, almost through, to permit the heat to penetrate. Scald for about 5 to 10 minutes or until the red color in the center has disappeared. The livers must be heated through thoroughly. They are then ground through the  $\frac{3}{4}$  in. plate and chopped fine in the silent cutter. No ice is added.

Chop the trimmings fine in the silent cutter, then add the following seasoning:

2½ lbs. salt  
6 oz. onion powder  
6 oz. white pepper  
2 oz. marjoram  
2 oz. cloves  
1 oz. allspice.

Mix the meat, seasoning and livers all together, then stuff fairly tight into a cellulose bung. The size most adaptable is 3½ by 15 in., as this bung when tied will fit the average ham boiler. The casing must be stuffed tightly or air pockets will result. After stuffing insert in the ham boiler. Care must be taken in doing this, the tips of the fingers being placed on one side of the loaf to permit the escape of air from the bottom of the container. This must be done or the product will not cook well.

Then clamp the lid of the ham boiler on tightly and cook at 160 degs. for 3½ hours. Cool in cold water for one hour, leaving the loaf in the ham container during this time. Then remove the lid and pour out the water which accumulated around the casing, replace the lid and clamp it on tightly. Then put in

the cooler over night to set. In the morning the product may be taken out of the ham container and is ready to ship.

This product may be stuffed in a branded bung, and if this is done the brand should be placed on the bottom side of the ham container when the liver loaf is cooked, as this is the top of the loaf when presented for sale.

## Handling Sheep Pelts

Slaughtering only a comparatively small number of sheep, a packer who wants to cure the pelts asks how this can be done without involving too much labor and equipment. He says:

Editor The National Provisioner:

We slaughter only a comparatively small number of sheep and lambs, but would like to cure and hold the pelts until we have a sufficient supply to sell. Can you tell us how this may be done without involving too much cost in the way of labor and equipment?

Sheep or lamb pelts must be allowed to thoroughly cool before salting, so that all the animal heat is removed. Otherwise, if the pelt is carrying a heavy fleece, it will heat and spoil. This will cause the wool to slip and make the pelt practically worthless.

After removal from the carcass the pelt should be spread flesh side up on the floor in a temperature between 40 and 60 degs. F., where it should be allowed to remain a couple of hours before being salted. If higher temperatures prevail where the pelts must be

cooled, they should remain 10 or 12 hours before being salted.

The pelts should be salted with medium-grained evaporated salt, and particular attention should be paid to having the salt rubbed well into the shanks and heads, and salt spread over the balance of the surface, being sure that the whole surface on the flesh side is covered with a thin layer of salt.

The pelts should be piled flesh side up one on top of the other, and the piles should not be over 3½ feet high.

Sheep pelts handled in this manner can be held in storage temperatures for a long time.

## Dry vs. Wet Rendering

A Western packer is enlarging his plant and is seeking information on rendering. He says:

Editor The National Provisioner:

Please tell us what are the advantages of dry rendering compared with wet rendering.

This packer does not state whether he has in mind the rendering of inedible or of edible product. Dry rendering is used very extensively for inedible and to a somewhat less extent for edible product, although it is just as adaptable and many packers are using it for lard. Perhaps one of the reasons for using it less extensively on the edible side is the fact that all Board of Trade specifications are based on prime steam lard, and as large quantities of lard are handled through board channels the wet rendered product has predominated. It is realized, however, that ultimately the bulk of the lard also, will be dry rendered.

The advantages of the various systems coming under the head of so-called "dry rendering" is in the smaller amount of equipment required, less space and the more desirable methods of handling the product. In some systems a hasher and washer is used, while in one well-known system the product is not crushed before putting in the cooker. The equipment required is a melter or cooker, a percolator, a press and a small grinder for cracklings, with a crusher for the raw material optional, depending on the system used. The cracklings correspond to the tankage of the wet system, and there is no tank water to be taken care of or "stick" to be evaporated.

In selecting a system the particular conditions existing in the plant should be considered and the system chosen which will fit in most efficiently.

## Kosher Bologna

Kosher bologna is in demand wherever a Jewish trade is served. Many other consumers also like this more highly-seasoned product. It can well be included among sausage manufactured by producers serving a variety of trades.

Directions for the manufacture of this bologna have appeared in THE NATIONAL PROVISIONER. An expert sausage maker gives the benefit of his experience in formulas and complete manufacturing process.

Reprint of this information on kosher bolognas may be obtained by sending the following coupon with 5c in stamps:

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago, Ill.  
Please send me a copy of reprint on  
Kosher Bologna.

Name .....  
Street .....  
City..... State.....

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## Baked Fresh Ham

A sausagemaker wants to know how to make baked fresh ham or "roast ham." He says:

Editor The National Provisioner:

We want to bake fresh hams, as a good many of our customers ask us if we can not furnish them with "roast ham," explaining that they do not mean a cured or smoked ham, but one that is fresh. Can you tell us how such a product could be prepared for a good class of trade?

Following are two ways of preparing a roast fresh ham. Both have met with good acceptance in different parts of the country.

Select a green ham direct from the cutting floor, usually about a 12/14 lb. average. Remove the bone and score the skin side of the ham lengthwise and crosswise, deep into the fat but not deep enough to penetrate the lean meat. When the ham is baked the skin side shows up in cubes about 1½ inches square.

Do not lift the skin or remove any portion of the fat. After the bone is removed, the ham may be stuffed with a dressing similar to that used by housewives in stuffing fowl for baking, or a dressing made of lean ground pork may be used. Thoroughly salt the ham and put a goodly sprinkling of black pepper over the skin side.

Bake in an oven at 500 degs. F. for 20 to 30 minutes, to sear the meat, then reduce the temperature to 375 degs. F., and bake 30 minutes to the pound. A 12 lb. ham will require about 6 hours to bake.

### Baked in Retainer.

Another method, using a green ham of the same average, is as follows:

Use a 12/14 lb. green ham. Take out the bone, remove the skin and take off the surplus fat. Leave about ½ to ¾ in. of fat on the ham.

Mix together salt, ground black pepper and a small amount of garlic. (The use of garlic is optional). Rub some of the mixture on the inside of the ham where the bone has been taken out.

Put the ham into a ham cooking cylinder. Some prefer the pear-shaped cylinder, although a square ham mold will do. Then cook at 165 degs. from 4 to 5 hours. Take out of the cook vat and put in the cooler or refrigerator over night. The next morning take the ham out of the cylinder and use the same mixture of salt, pepper and garlic, rubbing this all over the ham.

Then put in the bake oven and bake from 1½ to 2 hours at 250 to 300 degs. F. When cooked and cooled the hams should be held in a storage temperature of 45 to 50 degs.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### MEAT SCRAP METHODS.

(Continued from page 13.)

material to move upward along the screen surface, and allows the heavy particles to pass through the mesh.

The fluff, however, being too light to fall through by gravity, is forced up the incline and is thereby separated from the feed. Sized material passes through the two decks, and heavy, oversize bone drops off the lower end, then back into the mill. Special feed and discharge arrangements are necessary to meet this condition.

### How Fluff Is Removed.

The screen at the Atlan plant is a double-deck machine. Main screening surfaces are 48 by 102 in. and are inclined 15 deg., sloping toward the bucket elevator. At the lower end, a short, auxiliary deck with a coarse mesh is set above the upper deck. This acts both as a spreader to load the screen and as a preliminary, or scalper, deck. One other important function of the scalper is to prevent concentration of matted feed and fluff, which would be drawn with the heavy oversize bone to the lower edge of the screen and remain in the product.

Material passing through the scalper deck spreads over the main upper deck

of 4-mesh wire. Large pieces drop over the lower end. Fluff gradually separates from the feed as it moves toward the upper end of the screen.

At this point the fluff, and any pieces of bone adhering to it, drop onto an extension of the lower deck. This is a short piece coarse-mesh wire cloth covering the full width of the screen. On this coarse mesh, any bone or heavy particles adhering to the fluff are removed, and pass through the openings. The light fluff continues on to the edge of the wire cloth and drops into a waste hopper.

Material passing through the top deck is sized by the 10-mesh lower finishing deck, the fluff passing on to the coarse mesh extension. Any large pieces carried upward with the fluff on the lower deck are separated at this point by passing through the coarse mesh. This oversize combines, by means of chutes, with the oversize from the top deck.

### Tests Show Increased Yields.

Fluff from the lower deck passes over the upper edge of the screen and joins the waste from the top deck, both being discharged into the waste hopper. All oversize material from both ends of the screen is collected in chutes and returned to the mill to be rehandled until it is of the proper size. Material passing through the 10-mesh wire of the lower deck is chick feed.

Careful tests made in this plant on old and new methods of screening show the following average results:

Old Method.—Per 1,000 of ground product: Salable feed, 750 lbs.; tailings, 250 lbs.

New Method.—Per 1,000 lbs. ground product: Salable feed, 965 lbs.; tailings, 35 lbs.

There is thus a 20 to 25 per cent better yield using the new screening method. In addition, due to the circular motion, no clogging of the screen occurs when greasy materials are being handled, eliminating the need for an extra workman to clean out. This also results in a greater daily production. A careful check of maintenance costs, including replacement of screen, indicates a conservative saving of about \$145.00 annually from this source.

### MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

Inspection granted.—\*Lackawanna Packing Co., 1002 South Wyoming ave., Scranton, Pa.; \*The Fostoria Packing Co., South Columbus ave., Fostoria, O.; Mouquin, Inc., 12-14 Flint st., Brooklyn, N. Y.

Inspection withdrawn.—The Cleveland Provision Co., South Columbus ave., Fostoria, O.; Gobel-Loffler, Inc., Benning, D. C.; The Great Atlantic & Pacific Tea Co., foot of Tivoli st., Albany, N. Y.; G. Erhardt Sons, 545-547 Poplar st., Cincinnati, O.

Inspection extended.—H. C. Derby Co., New York, N. Y., to include Derby Foods, Inc.

Change in name.—Derby Foods Inc., 3327 West 47th place, Chicago, Ill., and E. K. Pond Co., instead of the E. K. Pond Packing Co.

\*Conducts slaughtering.

## Steam and Power Savings

If you could get your power for nothing, Mr. Packer, would you be interested?

Others are doing it.

Surveys of packers' heat and power conditions made by a number of engineers in a variety of packing plants show tremendous possibilities of savings.

Results of these studies are covered in a series of articles now appearing in THE NATIONAL PROVISIONER.

When completed a limited edition of this series will be reprinted in pamphlet form. If you want the facts and figures it contains, fill out and return at once the following coupon:

The National Provisioner  
407 So. Dearborn st.,  
Chicago.

Please reserve for me.....  
copies of "PAYING DIVIDENDS  
THROUGH THE POWER HOUSE",  
when issued, and mail to the fol-  
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Company .....

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Are your questions answered here?



# SIX SOUND REASONS

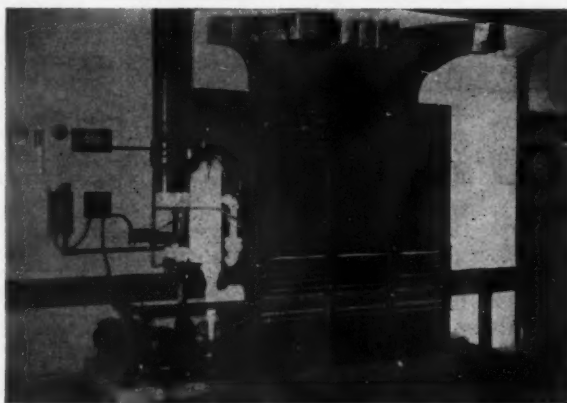
1. Closer control of temperature because of positive cold air circulation.

2. No moisture condensation on walls or ceiling of cooling room.

3. Very rapid cooling—saving time and operating cost.

4. Marked reduction in first cost—less equipment needed—simple, inexpensive installation.

5. Large saving in cost of cold storage room construction—height of room reduced since no space needed for overhead bunkers.



Brine Spray Unitherm Cooler installed in sausage finish cooling room.

6. Low maintenance, and 100% salvage value due to mobility of units.

These modern Clarage Unitherm Coolers merit your investigation. We can show you improved performance against any type of bunker or wall coil installation, and we can save you money. Units are available in fin surface and brine spray types, and in sizes to meet any refrigeration requirement.

Write for Bulletin 77, which gives full details. CLARAGE FAN COMPANY, Kalamazoo, Michigan.

## CLARAGE

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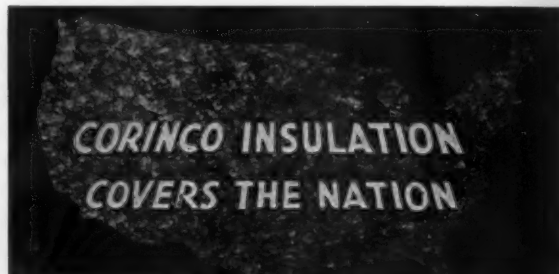


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UNITS**

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Unusual efficiency attained by putting cold air at top of cooler; no fans or blowers needed. Hot carcasses (100° F.) reduced to cutting temperature (34° at ham bone) in 14-16 hours! No freezing of forequarters. Eliminates wet ceilings, walls, floors; no bunker space or top decks. Maintains temperatures evenly, efficiently, at lowest cost. Write for complete details today!

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# Refrigeration and Frozen Foods

## QUICK FREEZING IN ENGLAND.

In England, perhaps because of the dependence of that country on foreign food sources, the subject of quick-freezing of meats, fruits and vegetables has aroused much interest, and considerable research work on quick freezing of foods has been done.

Two papers on this subject were read recently at a meeting of the British Association of Refrigeration. One, by J. Barker and T. N. Morris, was on the scientific and technical aspects of freezing fruits and vegetables, and the second, by F. E. Garnett, was on the commercial aspects of freezing with observations of the cost of preserving by freezing as compared with other methods.

Messrs. Barker and Morris claimed that freezing preserved the fresh color and flavor of fruits and vegetables better than canning or any other method so far available. But in considering the question of temperature of freezing and storage generally, it is clearly necessary to take into account the nature of the fruit or vegetable to be stored, the period of storage, and the purpose for which the product is intended. Broadly speaking, one can say for all classes of goods that the lower the temperature the better the result, but for practical purposes a sufficiently good product can be obtained with any blanched fruits and vegetables at 14 degs. Fahr.

As regards value of very rapid freezing, apart from strawberries, experiments at the Low Temperature Research Station have not so far supported the strong claims put forward in America in favor of very rapid freezing. With peas, beans, plums, and cherries, no evidence has been obtained that quick freezing would be of any advantage.

Frozen fruits and vegetables may be used for three main purposes:

1—For immediate consumption as a dessert, to be served as fruit salad, sundaes, fruit ices, and the like. Fruits particularly suitable for this would be strawberries, raspberries, and currants.

2—For cooking: to make stewed fruits, fruit tarts; frozen vegetables may also be cooked and served in the same way as fresh and would, as in the case of peas, beans, and new potatoes, have a demand as luxuries in the winter.

3—For storage in bulk for catering or for canning or jam making, thus converting these into all-the-year-round rather than seasonal industries. Jams or canned goods made from frozen

fruits are as good in appearance and flavor as those made from fresh fruit. Hence this method of storage offers an undoubted advantage in that there is a constant supply of raw material which, without the addition of artificial color, can be made into an article equal to that freshly made from fresh material.

An account of his own experience in fruit freezing and his ideas on the future prospects of the industry were given by Mr. Garnett. He discussed in considerable detail experiments which he had carried out on raspberries, strawberries and black currants. Considerable quantities of fruit were used in the experiments.

The figures presented tended to show that cost of freezing was rather on the high side. This was partially accounted for, he said, by the fact that they related to the freezing of strawberries only. The strawberry season usually lasts for 21 days, and the total interest, capital and depreciation for 12 months, therefore, had to be charged to these 21 days.

As a result of these experiments, which had been conducted in cooperation with jam makers, it was decided to continue to use SO<sub>2</sub> as a means of preserving fruit until required to be made into jam. This method of preservation costs less than half the cost of freezing, and it would appear, therefore, that it is not a sound business proposition for the jam maker to freeze strawberries and other soft fruits for the purpose of transportation and storage, while it is possible to use the pulp method.

In the general discussion following the presentation of these papers it was pointed out that a high quality of fruits and vegetables was produced in England for which there was a market in many parts of the empire, such as India, East and West Africa, and parts of Australia. The only way in which the articles could reach these markets was in tins. Tins also were the most convenient method of storage for the British housewife.

The point was made that the freezing of soft fruit for transportation and to use up a surplus might be a useful adjunct to the canner, but it was thought that the marketing of fruits and vegetables in frozen cartons would never replace cans, neither on the score of cost nor convenience.

## DRY ICE FOR EXPORT LARD.

Tests are being made on the use of dry ice in steamers carrying lard from the port of Chicago, the purpose being to insure cool holds while the vessels are taking cargo. Recently a total of 2,000 lbs. of dry ice was stowed in boxes slung from the deck girders of one of the Tree Line steamers. At the time the dry ice was put in and the hatch covers put on there was a temperature reading in the hold of 67 degs. The following morning the temperature was 47 degs.

## REFRIGERATION NOTES.

Arizona Ice & Cold Storage Co., Tucson, Ariz., is planning to erect an ice manufacturing plant with a capacity of 20 tons daily.

West Michigan Dock & Market Corp., Muskegon, Mich., which has a port development project under way, will erect a large cold storage plant, auditorium, wharf, dock, etc. The corporation has received a self-liquidating loan of \$650,000 from the Reconstruction Finance Corp.

Henningsen Bros., 100 Hudson st., New York City, have leased a part of the plant of the Texas Ice & Refrigerating Co., Fort Worth, Tex., for egg freezing.

Zero-Chill Corp., affiliated with the American Z Co., 75 West st., New York City, proposes to erect a vegetable freezing plant at Rochester, N. Y. James A. Hamilton is vice president and general manager. Reports are that plants also will be erected at Canandaigua and Marion, N. Y.

Schuykill Ice & Cold Storage Co., Hazleton, Pa., is reported planning the erection of an ice manufacturing plant.

Grand Rapids Ice & Fuel Co., Grand Rapids, Mich., is erecting an additional ice storage house.

A. V. Lynch, Mannington, W. Va., is rebuilding his ice plant destroyed by fire recently.

A new ice manufacturing plant is being built in Taunton, Mass., by the Miller & Williams Ice Co.

Orangeburg Ice & Fuel Co., Orangeburg, S. C., is constructing an addition to be used for the cold storage of eggs.

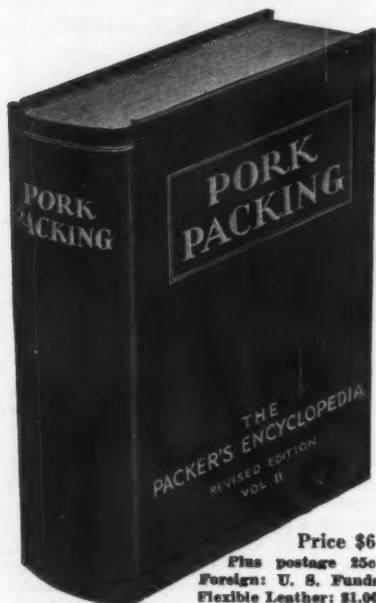
Silver Foam Brewing Co., Battle Creek, Mich., has acquired the property of the City Ice & Cold Storage Co. and will convert it into a brewery.

## A. S. R. E. WESTERN MEETING.

A splendid technical program, emphasizing the latest developments in refrigeration, has been planned for the twentieth Western meeting of the American Society of Refrigerating Engineers, to be held in Chicago, Ill., June 26, 27 and 28, 1933. With the Century of Progress as a thrilling background, and "engineering week" at the fair as an added attraction, during which more than 30 industrial, scientific and engineering societies will celebrate with a huge meeting in Soldiers' Stadium, a large attendance is expected.

Among the subjects scheduled for discussion at the A. S. R. E. meeting are the following: Evolution of Condenser Design, by H. C. Guild; Fluid Flow in Pipes, by H. J. Macintire; Natural Gas Engines in the Refrigerating Plant, by C. T. Baker; Residence Cooling Problems, by A. C. Willard and A. P. Kratz; Self Contained Room Coolers, by C. R. Neeson; Humidity and Heat Transfer in Unit Coolers, by W. R. Woolrich; Thermodynamics of SO<sub>2</sub>—Oil Systems, by L. A. Philipp; Absorption Refrigeration with Solid Absorbents, by R. M. Buffington; Thermal Studies Ap-

# MR. PORK PACKER:- Ask Yourself These Questions



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Am I getting the highest possible yields from products?  
Are all my operations as efficient as they could be?

Utilizing the hog carcass to best advantage is a day-to-day problem. Only by studying markets and checking against tests of the best experience can profitable results be secured in daily plant operation.

This book shows the pork packer how to operate to best advantage. It is a "test book" rather than a "text book." Figuring tests is emphasized and important factors in operation in all departments are discussed.

This book is a practical discussion of best methods for getting results, backed up by test figures, which every alert pork packer needs and should have.

## CHAPTER HEADINGS

- I—Hog Buying
- II—Hog Killing
- III—Handling Fancy Meats
- IV—Chilling and Refrigeration
- V—Pork Cutting
- VI—Pork Trimming
- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
- IX—Lard Manufacture
- X—Provision Trading Rules
- XI—Curing Pork Meats
- XII—Soaking and Smoking Meats
- XIII—Packing Fancy Meats
- XIV—Sausage and Cooked Meats
- XV—Rendering Inedible Products
- XVI—Labor and Cost Distribution
- XVII—Merchandising

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plied to Carbon Dioxide Practice, by J. C. Goosmann.

Among the entertainments planned, in addition to visits to the Century of Progress, are a dinner dance and a banquet.

## NEW DRY ICE COMPANY.

American DryIce Corp. has taken over the business of the DryIce Corp. of America and has established executive offices at 205 West 42nd st., New York City. The American DryIce Corp. will continue to maintain warehouses in all of the principal cities throughout the country east of the Rocky Mountains where its predecessor has done business. Officers of the new company have been identified with the solid carbon dioxide industry for some years and are well known in the refrigerating industry. They include president F. A. Rogers, vice president and treasurer E. R. Lawrence, secretary W. M. Laughton, assistant secretary and assistant treasurer T. B. Ganser, sales manager G. C. Cusack, chief engineer Dr. C. L. Jones.

## PURE CARBONIC EXPANDS.

Pure Carbonic Co. is reported to have arranged to acquire the carbon dioxide and dry ice business of the De Lancey Chemical Co., a subsidiary of the Publicker Commercial Alcohol Co., Philadelphia, Pa., and also the dry ice supplies of the Pennsylvania Sugar Refining Co., Philadelphia. Pure Carbonic Co. is 60 per cent owned by the Air Reduction Co. and 20 per cent by the U. S. Industrial Alcohol Co.

## PRODUCE TRADING INCREASES.

Butter and egg future trading on the Chicago Mercantile Exchange this year is in excess of the same period a year ago and trading during the first half of May was in excess of that for the entire month last year. At the end of trading May 15 sales totaled 1,407 cars of eggs and 1,104 cars of butter. For the entire month of May last year the total was 1,467 cars of eggs and 692 cars of butter. Total for the year to date has exceeded the like period of 1932 by 3,500 cars. So far butter trading is ahead of that of any previous year in the history of the exchange.

## REVISE EGG SPECIFICATIONS.

Changes in the definitions of egg grades have been made recently by the Chicago Mercantile Exchange. The most important refer to inspections and the fresh graded classifications. The new rulings, which are to be in effect after June 1, provide that during a period of ten days if more than one inspection is made of a car of eggs on track, these inspections shall be averaged and the grade of the car determined from this average.

On refrigerator eggs the same applies as to averaging inspections, with the specification that the inspections averaged must all be made during either the period from September 15 to November 9 or in the period beginning November 10 and thereafter. The grade of fresh graded first eggs has been extended from 24 eggs loss to 30 eggs and an additional specification

made that they must weigh 43 pounds average net weight per case during March, April and May and 42½ pounds net during the balance of the year. The same weight specifications have been applied to fresh graded ordinary firsts and to current receipts.

## PACKER HAUSER A BREWER.

Frank M. Hauser, president of the Hauser Packing Co., Los Angeles, Calif., and active in both wholesale and retail trade in Southern California, has recently been elected president of the Hauser Brewing Co., a California corporation. A new brewery will be erected just opposite the packing plant, \$746,200 being invested in the site, building and equipment and \$513,800 being available for operating expenses. In addition to Mr. Hauser, directors of the company include Lewis A. Hauser, John H. Ramboz, O. Nicholas Gabriel and Anthony Schwarze. Offerings are being made of 150,000 shares of 7 per cent cumulative preferred stock of par value \$10 and 75,000 shares common "A" stated value \$1. The stock is being offered in units of two shares of preferred and one share of common. The distributing and sales facilities of the Hauser Packing Co. will be available to the new brewing company.

## DO YOU WASTE LIGHT OR POWER?

How much power or light is being wasted in your pork departments? Have you read "PORK PACKING," The National Provisioner's latest book?

# A Page for the Packer Salesman

## Price Ticket Tells Tale

It Shows What Each Salesman Means to His Firm

"Stick to the list" is the motto of every good sales manager and salesman.

A motto is one thing; living up to it is another.

Smart sales managers know only one sure way to check their men on this point. That is

*Check the individual sales tickets.*

The average packer salesman wants to make good on his job. But when he is pushed too hard to make his quota the sales tickets tell the story. Very often his boss is more to blame than he is. Both of them see "Volume" where they should see "Dollars."

### Can't Pay Wages Out of Red.

If a sales manager has a "Get the list" policy, and the courage to stick to it, his men are usually willing to follow his leadership.

The packer salesman knows his pay—even his job—depends on his company's merchandising results. When he sells below the list he may or may not be putting his concern "in the red." But every such sale he makes certainly limits his company's ability to pay him for his work.

A certain packer who has a habit of checking sales tickets (rather than merely accepting a realization sheet handed to him by a subordinate) has been writing his salesmen individual letters after such check-ups.

He puts the case before them plainly. He tells Salesman A that on a certain day his tickets—as a result of selling below the list—show a loss of \$8.87. "Multiply this by the 20 men we have selling for us," says the letter, "and you get \$177.40 a day. Multiply that by 300 working days in the year, and it counts up to \$53,220.00."

### Figures Tell the Tale.

Now, no salesman wants to be held responsible for a loss like that. The chances are he never realized the situation. But the figures stare him in the face.

To Salesman B the boss writes that his one-day loss on price shading, as shown by the sales tickets, was \$17.98. This average loss continued by all for a year would total \$107,880.00.

And so on down the line, wherever he finds a ticket that proves the salesman sold below the company's list.



And he winds up the letter by calling attention to what's going on in Washington, which indicates that if business doesn't mend its ways, it may have them mended for it.

"There are going to be some unpleasant things in this program for you and for us," he writes to his men. "But we have invited them by the manner in which we have sold our product for the past few years. *We might as well get used to making a profit now, because there are going to be a lot of 'price boys' out in the cold!*"

### SELLING BY SUGGESTING.

One packer salesman who has won a reputation in his firm for his good work on seasonal products such as pork sausage, frankfurts, Easter hams, etc., told recently at a sales meeting how he has been able to make some unusual sales records on these and other products.

"I do not wait," he said, "until a particular season is at hand. Several weeks previously I start talking to customers about our products. These are not sales talks, just casual conversations. I do not try to do the job all at once. If I can get over one idea on each call I am satisfied."

"I try to get into the customers' consciousness the high quality of our products, the care used in the selection of the raw materials, scientific methods of processing to retain all of the good flavor and high quality, care in handling, wrappers and packages with sales value and appetite appeal, etc."

"Then when the season arrives much of my work has been accomplished. The customer has sold himself on our brands. Whether or not he realizes the fact, he wants our products more than he wants those of other firms. And he is not so critical about price. Selling by suggestion rather than by direct solicitation is not applicable to meats as a rule, but there are times when it can be used to very good advantage."

### PACKER SALESMEN'S MEETINGS.

A series of meetings for packer salesmen will be held in thirteen packing-house centers during the next month under the auspices of the Institute of American Meat Packers. A tentative schedule of meetings, each of which will be held under the direction of the Regional Chairman for the region in which the city is located, is as follows:

Cincinnati, O., Monday, June 12, Louis W. Kahn, chairman.

Columbus, O., Tuesday, June 13.

Dayton, O., Wednesday, June 14.

Cleveland, O., Thursday, June 15, Chester G. Newcomb, chairman.

Pittsburgh, Pa., Friday, June 16, Geo. N. Meyer, chairman.

Buffalo, N. Y., Saturday, June 17, James G. Cownie, chairman.

Boston, Mass., Monday, June 19, F. S. Snyder, chairman.

New York City, Tuesday, June 20, George A. Schmidt, chairman.

Philadelphia, Pa., Wednesday, June 21, B. C. Dickinson, chairman.

Baltimore, Md., Thursday, June 22, W. F. Schluderberg, chairman.

Washington, D. C., Friday, June 23, W. F. Schluderberg, chairman.

Milwaukee, Wis., Monday, June 26, H. S. Culver, chairman.

Chicago, Tuesday, June 27, Oscar G. Mayer, chairman.

Any changes made in this schedule will be announced in THE NATIONAL PROVISIONER.

### BUSINESS ON UPGRADE.

Most packer salesmen have not been discussing general business conditions with customers during the past year or two. Rather than spread gloom they have preferred to remain silent on this subject.

But the situation is changing, and the packer salesman now has the opportunity to help along the general situation by reporting instances of a revival of business that come to his notice.

Steel mills are running considerably ahead of the same time last year.

Automobile production is expanding rapidly. Lumber production has advanced, and electric power production is near the 1932 level.

Wholesale prices are irregularly moving upward.

Business failures continue to decrease in comparison with corresponding periods of last year.

Largest gains in commodity prices have been made by farm products, particularly corn and wheat, and basic materials such as iron, rubber and hides and leather.



### WORLD PORK SITUATION.

Sharp advances in lard prices and steady to higher hog prices in both domestic and foreign markets were the important features of the hog situation during April. The strengthening of prices during recent weeks has been due largely to improvement in the general economic outlook, proposed reconstruction measures and the suspension of gold payments by the United States.

Slaughter supplies of hogs in the United States were relatively large during April, but the total for the marketing year thus far is somewhat smaller than a year earlier. Inspected slaughter during the remainder of the marketing year is expected to be slightly larger than last year, but the reduction in storage holdings probably will more than offset this increase.

Chiefly because of the operation of the quota agreements, total imports of bacon into the United Kingdom from October to March were materially smaller than a year earlier, but imports of hams were slightly larger. Lard imports into the United Kingdom during the October to March period were slightly less than during the corresponding months of 1931-32.

United States exports of lard decreased during March, but pork exports were larger than in the preceding month. For the first half of the current marketing year total exports of hog products were slightly larger than those of a year earlier. Shipments of lard from the principal ports continued to decline during April, but pork shipments were somewhat larger than in March. Effective May 16, the German import duty on lard was again raised, the new rate representing a 50 per cent increase over the former duty.

Results of the British restrictions of imports of foreign hog products are now becoming apparent in the reduced numbers reported in northern European countries which export chiefly to the British market. In the hog raising countries of the Danube Basin, which market their surplus chiefly in Central Europe, the carry-over of hogs into 1933 was large.

The exportable surplus from the Danube countries is mostly in the form of live hogs. Converting these hogs to a meat basis, it is found that the combined total of hog and hog products marketed by these countries in Central Europe was roughly one-third as large in 1930, and only one-fifth as large in 1932, as the quantity exported to the British market by Denmark and the Netherlands alone. Poland, which is not included with either group, formerly exported a large number of live hogs to central European countries. In 1931 and 1932, however, live hog exports fell off very considerably, whereas bacon exports to the United Kingdom increased considerably.

Total exports of hog and pork products from Denmark and the Netherlands, excluding the small number of live hogs exported from Denmark, amounted to approximately 1,181,000,000 pounds in 1932, 84 per cent of which went to the United Kingdom, whereas exports from the Danube countries to Central Europe, including live hogs converted to a meat basis were only 199,000,000 pounds. Poland exported 118,000,000 pounds of bacon

alone, principally to England, in 1932, compared with only 54,000,000 pounds in 1930.

At the beginning of 1933 hog numbers in continental European countries were definitely lower than at the same date of 1932. Estimates for six countries including Germany, show that numbers on January 1, 1933, were 36,369,000 a decrease of 4 per cent compared with the same date last year and were approximately the same as on January 1, 1931. Including the United States, numbers in seven countries in 1933 were approximately the same as at the same date a year ago.

These seven countries support roughly about one-third of the world total including Russia and China; excluding these two countries they constitute almost half of the total. The decrease in numbers was in the northern European countries which market their surplus principally in the British market. Numbers increased in countries of the Danube Basin which market hogs, lard, etc., in central European countries mostly. The number of hogs in England and Wales and in the Netherlands are not included in the totals. Latest estimates, however, indicate an increase in the first named country at the beginning of 1933, and a decrease in the latter as compared with 1932.

### GERMAN LARD AND FATBACKS.

Lard receipts in Hamburg during April totaled 1,259 short tons, of which 705 tons came from the United States, 538 tons from Denmark and 15 tons from Argentina. German imports of 3,307 tons in March were only 25 per cent of the February total, and less than 40 per cent of the March, 1932, figure.

Fatbacks were in poor demand during the month, owing to the increase in German fat hogs and the low price of meat. Stocks were large as a result of heavy imports in preceding months. Prices on this commodity advanced between 5 and 10 per cent, due to the depreciation of the dollar. No fatbacks arrived in Hamburg during April.

### GERMAN HOGS AND LARD.

Hog receipts at the 14 principal German markets during the week ended May 11, 1933, totaled 70,540 head compared with 53,239 head the previous week and 81,419 head the same week a year ago. Hog prices at Berlin for the week ended May 11 were \$8.15 compared with \$7.81 the previous week and \$7.29 the same week a year ago. Lard in tins at Hamburg was quoted at \$9.02 per cwt. compared with \$8.48 the previous week and \$6.65 a year ago.

### GERMAN CASING MARKETS.

Business in casings in Germany during April was reported to the United States Department of Commerce as "stagnant." Low prices for fresh meats and livers reduced the sale of sausages. Casings prices were slightly easier at the end of the month. Imports in March were slightly above those of the preceding month and were about 40 per cent larger than the imports in March, 1932.

### ASK FOR MEAT RATE CUT.

Application for a reduction of not less than 25 per cent in freight rates on livestock and meats has been made in behalf of the industry by the Institute of American Meat Packers to the Interstate Commerce Commission. The request is for a reduction in the level of rates and has no reference whatever to rate relationships as between products or territories. Loss of tonnage to the railroads through the present relatively high rates is emphasized, and the additional business which might be attained by the railroads if rates were lower is pointed to.

Information regarding the levels of rates on livestock and packinghouse products and on the changes which have taken place since pre-war years, as well as much economic data, has been furnished the commission in connection with this request. It is expected that the hearings on this application will continue for two or three weeks longer.

### MORE IRISH BACON.

Pigs bought for bacon curing in Ireland during the first 15 weeks of 1933 totaled 288,256 head compared with 279,744 head in the 1932 period and 265,653 in 1931. Exports of live hogs during the period totaled 60,086 head compared with 105,341 in 1932 and 137,482 in 1931. Early in April, 1933, representatives of the curers in the Free State met and prepared a plan for improving conditions in the industry. This included four chief points: a quarterly census of pigs in place of the present annual census, a standard quality grading of bacon pigs, guarantee of prices for a three months period and control of exports of live pigs and porkers. This plan was submitted to the government.

Stores of American bacon which were large at the time imports of bacon were practically prohibited are said to be about exhausted. It is too early, observers say, to tell whether or not those parts of the country accustomed to American bacon, which is harder cured, will be satisfied with the Irish bacon or the Irish imitation of the American cure.

### LESS LARD TO CUBA.

Lard imports into Cuba during the first quarter of 1933 showed a sharp decline from those of the 1932 period. From January to March, 1933, imports totaled only 2,638,906 lbs. compared with 11,759,336 lbs. in the 1932 quarter. Imports of cottonseed oil, oleo oil, "oleina" and edible tallow showed marked increases. For the first quarter of 1933 cottonseed oil imports totaled 2,753,545 lbs. compared with 1,895,956 lbs. a year earlier; oleo oil, 987,661 lbs. compared with 337,304 lbs. in the first quarter of 1932; oleina, 502,649 lbs. and edible tallow, 729,723 with no imports in the 1932 period.

### LIVE CATTLE TO ENGLAND.

Exports of live cattle from Eastern Canada to England up to and including April 27, 1933, totaled 10,447 head compared with 2,776 head for the same period of last year. During the week ended May 6, exports from the port of Montreal totaled over 2,000 head.

# Provision and Lard Markets

## WEEKLY REVIEW

**Market Active—New Highs Established—Cash Trade Good—Speculative Interest Growing—Hogs Irregularly Higher—Run to Market Moderate—Inflation a Factor.**

Considerable activity featured the market for hog products the past week. This was especially true of lard. As a result, some new season's highs were established, and the undertone was firm. Numerous setbacks developed, but the market appeared to come back quickly from the depressions. The latter was due to a satisfactory cash trade, an irregularly higher hog market, a moderate hog run and renewed absorption on the inflation theory.

There was little question but what the strengthening of prices was due largely to improvement in the general economic outlook, and the proposed measures by the Administration to bring about higher commodity prices. The latter resulted in a growing speculative interest in the market, which served to offset ordinary conditions.

Weakness in grains at one time put some pressure on lard in the way of liquidation, but a renewed upward trend in the former and outside commodities quickly resulted in speculative absorption. Some buying of lard was by packinghouse interests, and while profit taking and hedge selling appeared on the swells, market held nearly all of the recent gains.

### Hogs at New High.

Top hogs at Chicago bulged to a new high of 5½¢ for the move, reacted to around the 5¢ level, and later ruled at 5.05¢. Average price of hogs at Chicago last week was 5.05¢, the best since October, 1931, comparing with 4.30¢ the previous week and 3.30¢ last year. This week the average dropped to 4.85¢. Movement of hogs was somewhat confusing in view of the fact that the run to market was moderate. Receipts at leading western packing points last week totaled 421,200 head, against 463,500 head the previous week and 440,900 head the same week last year. At the same time, cash lard trade was satisfactory, while trade in cash meats was quieter, but on the whole said to have been fair.

Average weight of hogs received at Chicago last week was 249 lbs., compared with 252 lbs. the previous week, 242 lbs. a year ago, and 237 lbs. two years ago.

Unfavorable weather conditions continued in the Corn Belt, until the last few days. On the whole the past week was more favorable for planting, although the crop is away to a late and unsatisfactory start. Considerable will depend upon weather conditions and the early frost date. In the Cotton Belt, the weather, after being unfavorable, turned more satisfactory, and reports still indicated prospects for a moderate increase in acreage.

As far as acreages of the major

crops were concerned, however, indications were that the machinery to bring about reductions started this week in Washington. At the same time, there were other developments on the part of the Administration towards inflation. The Federal reserve buying of bonds attracted considerable attention in commodity circles and was partly accountable for the strength in the latter this week.

### Hope for Foreign Tariff Cuts.

There is considerable interest in all directions in how the Administration proposes making the farm relief program effective on hogs. The fact that every effort is being bent towards higher commodity levels, however, forces the conclusion that some method will be adopted to bring about a reduction in hog numbers, but the lack of anything concrete up to this writing creates considerable uncertainty.

The rapidly approaching economic conference at London, is expected to furnish additional stimulus to commodities, as well as possibly bringing about a change in the recent tariff attitude the world over. Any important reductions in tariffs on hog products should have a beneficial influence on values on this side.

**PORK**—Demand was fairly good,

and the market was firm at New York. Mess was quoted at \$18.75 per barrel; family, \$18.00 per barrel; fat backs, \$14.50@15.50 per barrel.

**LARD**—Domestic trade was satisfactory, but export interest appeared quiet. The market, however, was firm. At New York, prime western was quoted \$6.95@7.05; middle western, 6.80@6.90c; New York City tierces, 6% @6% c; tubs, 6% c; refined Continent, 7% @7¼c; South America, 7% @7¼c; Brazil kegs, 7% @7¼c.

At Chicago, regular lard in round lots was quoted at 15c over May; loose lard, 65c under July; leaf lard, 62½c under July.

*See page 30 for later markets.*

**BEEF**—Market was firm, with fair demand. At New York, mess was nominal; family, \$12.50@13.50 per barrel; packet, nominal; extra India mess, nominal.

### LARD AND GREASE EXPORTS.

Exports of lard from New York City May 1, 1933, to May 24, 1933, totaled 10,186,984 lbs.; tallow, 80,800 lbs.; greases, none; stearine, 48,400 lbs.

## Hog Cut-Out Losses Are Smaller

Declines took place both in hog prices and cut-out values during the current week, those for product being somewhat less severe than declines in hog prices, resulting in a reduction in cutting losses. The four-day period of the week closed with top hogs at Chicago selling at \$5.00 and with many averages moving at 40c to 50c under a week ago. Weakness in the fresh pork trade and slow buying on the part of shippers were contributing causes of lower prices.

The spread in the cost of good butchers of varying weights was small, choice 190- to 325-lb. weights selling at \$4.90 to \$5.00. Packing sows closed the period with losses only 5c to 10c from prices of a week earlier, bulking at \$4.50 to \$4.90.

Receipts at the twelve principal markets for the period totaled 333,500 head compared with 310,800 head a week ago and 403,200 a year earlier.

Lard, fat backs and bellies have been the hog products that have produced the strength in the live market. Lard moved at slightly lower prices than a week earlier but backs and bellies held steady. This is reflected in the \$1.00 higher price for hogs than in the first week of May. A year ago the price declined during the month to the lowest point of the summer around June 1.

The following test is worked out on the basis of live hog prices and green product values at Chicago as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. Cutting losses are under those of a week earlier, with practically the same costs and credits being used.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.38	\$1.37	\$1.33	\$1.31
Picnics	.33	.31	.28	.26
Boston butts	.27	.27	.27	.27
Pork loins	.81	.71	.63	.57
Bellies, light	1.00	.98	.61	.20
Bellies, heavy	..	..	.25	.68
Fat backs	..	..	.18	.34
Plates and jowls	.08	.10	.11	.13
Raw leaf	.12	.12	.12	.12
P. S. lard rend. wt.	.73	.82	.73	.67
Spareribs	.05	.05	.05	.05
Regular trimmings	.11	.11	.10	.10
Feet, tails, neckbones	.05	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$4.93	\$4.88	\$4.70	\$4.59
Total cutting yield	68.50%	69.50%	71.00%	72.00%
Crediting edible and inedible offal to the above cutting values and deducting from these totals the cost of well finished live hogs of the weights shown, plus all expenses, the following results are secured:				
Loss per cwt.	\$ .28	\$ .43	\$ .54	\$ .61
Loss per hog	.48	.86	1.27	1.48



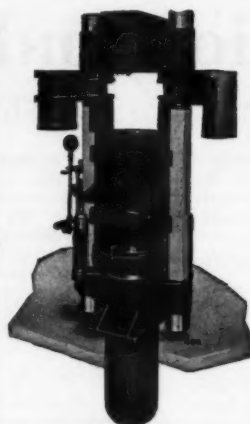
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### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 24, 1933.

Unground feeding tankage has been selling at \$2.50 & 10c f.o.b. New York with fertilizer grades selling at about \$2.00 & 10c f.o.b. New York. Ground tankage for fertilizer is held at about \$2.50 & 10c f.o.b. New York and stocks are light.

Ground dried blood sold at \$2.25 per unit New York. South American is offered at \$2.35 per unit c.i.f. U. S. ports for June, July shipment from South America.

Unground dried fish scrap has taken quite an advance in price and is now held at \$2.60 & 10c f.o.b. fish factories, Virginia. Prices in all packing house by-products seem to be holding firm and the demand is good.

### GERMAN MARKETS WEAK.

Livestock marketings and prices in Germany declined in April, showing no beneficial effects of measures recently enacted by the government to improve the situation of stock-growers, according to reports to the U. S. Department of Commerce. There appears to have been no general improvement in the economic situation, while markets were disturbed by various measures, particularly the government regulation of trade in fats and oils, the anti-Semitic movement and the control of trade organizations. The increases made in import duties of livestock, meats and provisions in March greatly reduced their imports in that month. A treaty concluded with Holland provides (among other things) for the importation of a quota of 60 per cent of the amount of fatbacks imported from Holland in 1932

at a duty of \$4.76 instead of the regular rate of \$8.57. In return, Holland reduced the interest on industrial loans to Germany from 5½ to 4 per cent.

### FRANCE HITS U. S. MEATS.

Sharp increases in French import duties were imposed on additional products recently, presumably embodying France's reservations to the international tariff truce, and strengthening that country's position at the economic conference to be held in London next month.

Press reports indicated that the American meat packing industry was especially hard hit by this tariff increase. As a matter of fact this country exports comparatively small amounts of meat and lard to France. There is some export of livers and similar products but this is not on a very large scale. The fact was pointed to that the new tax on corned beef will be about \$10 per 100 kilos, but the United States exports a negligible amount of canned corned beef to France, the bulk of this product coming from the Argentine.

### ARGENTINE CATTLE SLAUGHTER.

Cattle and calf slaughter in the Argentine during March totaled 330,504 head. Of this number 203,453 head were slaughtered in frigorificos. This included 167,647 steers, 23,974 cows and 11,832 calves. Slaughter during February totaled 275,636 head.

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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—A tight situation continued to rule the tallow market in the East the past week, following the absorption of 3,000,000 lbs. more or less, by large soapers the previous week. As a result, operations were not large this week, but nevertheless some fair quantities passed from time to time at 3½c f.o.b. for extra New York, the previous high point of the upward movement. Probably 1,000,000 lbs. or so changed hands. Business would have been larger had it not been for the fact that buyers and sellers were somewhat apart.

Larger and smaller consumers appeared interested at the last sales levels, but producers, in many cases, were holding for ¼@½c more. There was little question but what producers are well sold up, while a feeling continues to exist in the market that some of the smaller soapers would be in need of supplies shortly and have to pay better levels.

At New York, extra was quoted at 3½c by some, and 4@4½c f.o.b. by others. Special loose was quoted at 3½c; edible, 5@5½c nominal.

At Chicago, the market was in a very firm position, with a scattered trade reported. Demand for later deliveries appeared evident, but producers were not offering freely and were firm in their ideas. At Chicago, edible was quoted at 4½c; fancy, 4½c; prime packer, 4½c; No. 1, 3½c; No. 2, 3½c.

At the London tallow auction this week 1,052 casks were offered and 486 sold, at prices unchanged to 6d higher than the previous sales. Mutton was quoted 23s 6d@24s 6d; beef, 19s 6d@22s; mixed, 18s@19s 6d. At Liverpool, Argentine beef tallow, May-June, was up 6d for the week, at 21s 3d, while Australian good mixed at Liverpool, May-June, was unchanged at 20s.

**STEARINE**—Demand has been more moderate of late. Market in the East was off slightly from the recent best levels, but was steady in tone, and quoted at 5½c New York. At Chicago, market was moderately active and very steady, with oleo quoted at 5c.

**OLEO OIL**—Routine conditions were reported in this market, and prices ruled very steady, aided somewhat by limited offerings. At New York, extra was quoted at 6@6½c; prime, 5½c; lower grades, 5c.

At Chicago, market was moderately active and firm, with extra quoted at 6c.

See page 30 for later markets.

**LARD OIL**—Demand was fairly good, and the market ruled firm. Prime at New York was quoted at 9½c; extra winter, 7½c; extra, 7½c; extra No. 1, 7c; No. 1, 6½c; No. 2, 6½c.

**NEATFOOT OIL**—Demand has been fairly good, and the market has ruled firm. Pure at New York was

quoted at 12c; extra, 7½c; No. 1, 7c; cold test, 15½c.

**GREASES**—A very strong situation ruled the grease markets in the East. Offerings were very firmly held, the result of strength in tallow and in other competing quarters. As a result, buyers were forced to come up in their ideas. Reports at New York had it that small lots of house grease sold at 3½c, presumably to those in need of supplies, as later some trading of a routine character was reported in that grade at 3½c. Some demand was noted in other grades, but operations were kept under cover. As a whole, there was no particular quantity of greases on the market, and producers were imbued with advancing commodities as well as the prospects of inflation.

At New York, yellow and house were quoted at 3½@3¾c; A white, 3¾@4c; B white, 3¾@3¾c; choice white, 4¾c.

At Chicago, market for greases continued in a very firm position, with a good scattered trade and evidence of a good inquiry for later deliveries. At Chicago, brown was quoted at 3½c; yellow, 3¾@3¾c; B white, 3¾c; A white, 4c; choice white, all hog, 4¾c.

## By-Products Markets

### Blood.

Chicago, May 25, 1933.

Market steady with last week.

	Unit.	Ammonia.
Ground and unground	.....	\$ @2.00

### Digester Feed Tankage Materials.

Market shows little change. Demand continues good.

	Unit.	Ammonia.
Unground, 10 to 12% ammonia	.....	\$3.00@3.25 & 10c
Unground, 8 to 10% ammonia	.....	4.25@4.50 & 10c
Liquid stick	.....	@1.75

### Dry Rendered Tankage.

Prices for dry rendered tankage up about 10c. Offerings light.

Hard pressed and exp. unground per unit protein	.....	\$ .80@ .85
Soft prod. pork, ac. grease & quality, ton	.....	@35.00
Soft prod. beef, ac. grease & quality, ton	.....	@30.00

### Packinghouse Feeds.

Demand continues good. Market firm and higher.

	Per ton.
Digester tankage meat meal	.....\$ @45.00
Meat and bone scraps 50%	.....@50.00
Steam bone meal, special feeding per ton	.....@40.00
Raw bone meal for feeding	.....@40.00

### Fertilizer Materials.

Product sold this week at \$2.25 & 10c.

High grd. ground, 10@12% am.	.....	@2.25 & 10c
Low grd., and ungr., 6-10% am.	.....	@ 2.25 & 10c
Bone tankage, ungrd., low gd., per ton	.....	@18.00
Hoof meal	.....	@ 1.35

### Gelatine and Glue Stocks.

Skulls, jaws and knuckles in fair demand. Prices largely nominal.

	Per ton.
Kip stock	.....\$10.00@12.00
Calf stock	.....12.00@15.00
Sinews, pizles	.....@10.00
Horn piths	.....16.00@17.00
Hide jaws, skulls and knuckles	.....20.00@22.00
Hide trimmings (new style)	.....4.00@ 6.00
Hide trimmings (old style)	.....6.00@ 8.00
Pig skin scrape and trim, per lb.	.....@2½c

### Bone Meals (Fertilizer Grades).

Demand fair. Little change in prices.

Steam, ground, 3 & 50	.....\$24.00@26.00
Steam, unground, 3 & 50	.....20.00@22.00

### Horns, Bones and Hoofs.

Offerings of packer bones limited. Prices largely nominal.

	Per ton.
Horns, according to grade	.....\$35.00@60.00
Mfg. shin bones	.....30.00@70.00
Cattle hoofs	.....15.00@18.00
Junk bones	.....14.00@15.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Animal Hair.

Hair market steady. Prices largely nominal.

Summer coll and field dried	.....	¼@ ¾c
Winter coll dried	.....	¾@ 1c
Processed, black winter, per lb.	.....	3½@ 4c
Processed, grey, winter, per lb.	.....	3 @ 3½
Cattle, switches, each*	.....	1 @ 1½

\*According to count.

## CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings during March, 1933, with countries of origin and destination, are reported by the Bureau of Foreign and Domestic Commerce as follows:

### IMPORTS.

	Sheep, lamb and goat, intestines, lbs.	Weasands, bladders and Others, lbs.
Denmark	700	30,992
France	188	319
Germany	4,702	57,591
Lithuania	550	.....
Sov. Russia in Europe	57,149	.....
United Kingdom	2,178	.....
Canada	4,163	564 125,406
Mexico	.....	251
Argentina	79,528	14,440 218,443
Chile	11,432	10,780
Uruguay	4,158	151,238
British India	32,706	.....
China	11,320	23,287
Iraq	15,700	.....
Japan	21,867	.....
Peru	6,091	.....
Syria	37,543	.....
Turkey	110,416	15,392
Australia	72,484	.....
New Zealand	200	.....
Union So. Africa	854	.....
Algeria and Tunisia	7,055	.....
Morocco	.....	.....
Total	481,385	15,323 633,279

Sheep, lamb and goat casings imported were valued at \$363,440; weasands, bladders, etc., at \$6,232 and other casings at \$54,730.

### EXPORTS.

	Hog casings, lbs.	Beef casings, lbs.	Others, lbs.
Belgium	4,435	48,343	.....
Denmark	.....	14,725	.....
France	4,025	14,191	157
Germany	225,650	934,118	12,060
Netherlands	35,451	58,115	.....
Norway	21,891	.....	.....
Spain	5,005	107,606	.....
Sweden	2,228	24,325	4,500
Switzerland	.....	6,630	.....
United Kingdom	175,780	9,828	8,660
Canada	20,149	26,853	11,607
Honduras	1,575	.....	.....
Panama	378	.....	9
Salvador	.....	.....	24
Mexico	550	.....	661
Cuba	.....	1,828	120
Venezuela	.....	.....	100
Philippine Islands	409	.....	.....
Australia	71,297	.....	.....
New Zealand	17,050	.....	.....
Union So. Africa	2,358	.....	.....
Total	587,297	1,248,010	37,928

Hog casings exported were valued at \$100,340; beef at \$109,676 and others at \$9,100.

## COTTON OIL CONVENTION.

(Continued from page 16.)

association for his work during the year, especially his activities in planning to develop additional markets for margarine.

Officers for the coming year are as follows:

J. Ross Richardson, Anderson Clayton Co., Houston, Tex., president; T. H. Gregory, National Cottonseed Products Corporation, Memphis, Tenn., vice president; E. S. Haines, Memphis, Tenn., executive vice president; S. M. Harmon, Memphis, Tenn., secretary; G. H. Bennett, Memphis, Tenn., treasurer; Christie Benet, Columbia, S. C., general counsel.

The board of directors for 1933-34 is as follows:

Alabama and Florida, T. J. Kidd, Farmers & Ginners Cotton Oil Co., Birmingham, Ala.; Arkansas, P. F. Cleaver, Rose City Cotton Oil Mill, Little Rock, Ark.; Georgia, P. D. McCauley, Buckeye Cotton Oil Co., Atlanta, Ga.; Louisiana, G. O. Flaitz, Merchants Cotton Oil Co., Shreveport, La.; Mississippi, G. W. Covington, Hazelnut Oil Mill & Fert. Co., Hazelnut, Miss.; North Carolina and Virginia, J. I. Morgan, Farmville Oil & Fert. Co., Farmville, N. C.; Oklahoma, A. L. Durand, Hobart Cotton Oil Mill, Hobart, Okla.; South Carolina, J. J. Lawton, Hartsville Oil Mill, Hartsville, S. C.; Tennessee, Kentucky, Missouri, E. E. Clarke, Southern Cotton Oil Co., Memphis, Tenn.; Texas, P. J. Lemm, Brenham Cotton Oil & Mfg. Co., Brenham, Tex.; S. W. Wilbor, Southland Cotton Oil Co., Paris, Tex.; Henry Wunderlich, Farmers & Ginners Cotton Oil Co., Austin, Tex.; W. F. Pendleton, Dallas, Tex.

Other states west of Mississippi River, Stanley R. Pratt, Producers Cotton Oil Co., Fresno, Calif.; other states east of Mississippi River, Wright Youtsey, Buckeye Cotton Oil Co., Cincinnati, O.; at large, O. E. Jones, Swift & Co., Chicago, Ill.; T. O. Asbury, Southern Cotton Oil Co., New Orleans, La.; ex-officio, J. R. Richardson, Houston, Tex.; T. H. Gregory, Memphis, Tenn.

Important committees elected include:

Rules' Committee.—T. H. Gregory, Chairman, Memphis, Tenn.; T. O. Asbury, Southern Cotton Oil Co., New Orleans, La.; F. M. Barnes, Procter & Gamble Co., Cincinnati, O.; Daniel Bond, Vernon Cotton Oil Co., Vernon, Tex.; F. E. Culvern, Kershaw Oil Mill, Kershaw, S. C.; T. J. Kidd, Farmers & Ginners Cotton Oil Co., Birmingham, Ala.; F. N. Bridgers, Farmers Cotton Oil Co., Wilson, N. C.; W. D. Lowe, Newton Oil Mill, Newton, Miss.; P. D. McCauley, Atlanta, Ga.; A. R. Seamon, Swift & Company, Atlanta, Ga.; W. A. Sherman, South Texas Cotton Oil Co., Houston, Tex.; Louis Tobian, Dallas, Texas.

Chemists' Committee.—T. C. Law, Chairman, Law & Company, Inc., Atlanta, Ga.; E. R. Barrow, Barrow-Agee Laboratories, Memphis, Tenn.; C. B. Cluff, Procter & Gamble Co., Ivorydale, O.; R. H. Fash, Fort Worth Laboratories, Fort Worth, Tex.; W. H. Irwin, Swift & Company, Chicago, Ill.

The executive committee and other standing committee appointments have not yet been made.

## HARRIS HEADS OIL CHEMISTS.

John P. Harris, Chicago, Ill., oils and fats expert and well-known in the meat packing industry, was elected president of the American Oil Chemists' Society at the annual convention held in New Orleans last week. He succeeds N. C. Hammer of Dallas, Tex.

For more than a quarter of a century Mr. Harris has been associated with the meat packing and oil industries as chemist and refinery superintendent. Born at Ottawa, Kas., in 1886, graduate of the University of Kansas and post-graduate of German technical schools, Mr. Harris served as chemist and refinery superintendent for Armour and Company at Fort Worth, for the Phoenix Cotton Oil Co. at Memphis as chemist and refinery manager, as chemical engineer for the Allbright-Nell Co., Chicago, for two years director of practical research for the Institute of Amer-



## CHEMISTS' NEW PRESIDENT.

John P. Harris, elected to head the American Oil Chemists' Society during the coming year. He is a recognized authority on fats and oils.

ican Meat Packers, and for the past six years as Chicago manager for the Industrial Chemical Sales Co., specializing in activated carbon.

Other officers elected are as follows: First vice president, L. Hutchins, Savannah, Ga.; second vice president, F. R. Robertson, Houston, Tex.; third vice president, J. L. Mayfield, Pinebluff, Ark.; secretary-treasurer, J. C. P. Helm, New Orleans, La.

Very few changes in the methods of analyzing cotton seed were recommended by the committee appointed to consider this subject. This is taken as indicating that the methods now used have reached a point of practicability and efficiency.

## HULL OIL MARKETS.

Hull, England, May 24, 1933.—(By Cable.)—Refined cottonseed oil, 20s 6d; Egyptian crude cottonseed oil, 18s 3d.

## A LITTLE BEHIND THE TIMES.

Just as the federal government is setting up machinery for industry control through trade agreements and promising immunity from existing anti-trust laws, the Federal Trade Commission submits a report to Congress censuring the National Cottonseed Products Association for activities designed to bring about just such control.

In 1928 the members of this organization set up trade practice rules at the suggestion of the commission and approved by it, under which, with certain revisions required later, the association has been operating ever since. The commission now rescinds its approval and acceptance of the trade practice conference rules because of "interpretations" to which it objects, and has ordered complaints to be issued in accordance with the Federal Trade Commission act.

Terms of the farm relief act now in force would permit this industry to come to an agreement with the Secretary of Agriculture by which its members could adopt and enforce a set of trade practices for the purpose of achieving the objects of this act which would render the industry and its members immune from interference by the Federal Trade Commission. Such trade practice rules presumably would be very similar to those previously adopted under the guidance of the commission, and for the execution of which it now makes complaint.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., May 24, 1933.

Cottonseed meal was active and higher today. Market was again confronted with actively higher prices in other commodities and stocks, which were immediately reflected in a strong opening. Shortly thereafter prices advanced again, October meal selling at \$19.00 against \$18.65 yesterday. July sold at \$17.75 and other months in proportion. Trading was scattered, both buyers and sellers showing a keen interest in the market. Prices are now up 75c from the break which occurred day before yesterday and is only down 75c from the season's high. A demand has sprung up for actual meal, which is usually the case with an advancing market. Close was steady at the advance.

Price of cottonseed was also bid up on an average of about 25c per ton, but this market remains quiet. Traders are awaiting crop developments before taking a position in the new crop months. The close was quiet at the advance.

## APRIL MARGARINE TAXED.

Taxes were paid during April, 1933, on 18,358,392 lbs. of oleomargarine, compared with 16,768,090 lbs. in April, 1932, according to reports of the U. S. Bureau of Internal Revenue. Of margarine taxed in April of this year, 18,324,680 lbs. was uncolored and 33,712 lbs. colored. A year ago the uncolored product totaled 16,667,780 lbs. and the colored 100,310 lbs.

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Fairly Active — New High Reached—Inflation Outstanding Factor—Outside Strength Helpful—Cash Demand Good—Crude Strong—Cotton Weather Better.**

While operations in cotton oil were not on a large scale, a fairly good turnover and a strong tone featured the market the past week. New highs for the season were reached, and the market maintained all of the gains. Commission house trade was mixed. However, sufficient new buying materialized, together with professional support, the later encouraged by inflation and the strength in the outside markets, to keep the ring bare of contracts.

Selling was mostly in the way of profit taking, as little or no pressure in the way of hedging materialized this week. In fact, there was evidence of a demand for July oil at around the 5c level, or slightly under the market, through interests who usually act for refiners or packers. There was an impression around the ring that this demand was for packinghouse interests, who were impressed with the relative cheapness of contracts, compared with bleachable.

Some of the buying of July oil of late was credited to packinghouse account, with an apparent intention of accepting delivery on contract. Routine conditions counted for little, but cash oil demand was reported good, and strength in allied markets, particularly in lard and cotton, was very helpful in shaping sentiment in oil. This was true in spite of better weather conditions in the South and lack of particular betterment in the oil statistical position.

Crude oil continued rather tight. This was somewhat of a market aid, although little attention is paid to crude at this season of the year. In the Southeast and Valley 4½c was bid, while in Texas sales were reported at 4c, or at about the high point of the upturn.

Developments at Washington were watched closely. These were all of a constructive nature as far as commodities were concerned. Indications

were that the Administration had started action, under the relief plan, to bring about acreage reduction in the major commodities, such as wheat and cotton. The importance of immediate action was emphasized by the persistent reports from the South of a prospective increase in the new crop of around 8 per cent.

### Cash Demand Good.

May delivery at New York appears to be pretty well evened up. The nearby deliveries, however, displayed relative firmness at times this week, said to have been a reflection of a good cash demand under the market with a fair business having passed.

In some quarters, particularly in packinghouse circles, compound prices appeared to have been raised moderately again, with car lots New York quoted at 7½@7¾c. Widening of the lard premium to 125 to 150 points over oil, against a discount of 25 points earlier in the season, apparently placed com-

pound in a better competitive position. This attracted considerable attention in future market circles.

The weekly weather report said conditions were mostly favorable for cotton in the central portions of the Belt the past week, but that rain is still needed in the more western and a few eastern districts. Some parts of Texas had beneficial rains, and progress in those sections was mostly good, but growth continued poor in the dry sections of the state, with some deterioration in extreme localities.

**COCOANUT OIL**—Trade was rather quiet again the past week, in fact disappointing slow. Market made a poor showing considering the strength elsewhere, although holding the previous week's levels. At New York, tanks were quoted at 3¼c; bulk oil, 3¾c. At the Pacific Coast, tanks were quoted at 3¾c.

**CORN OIL**—Available supplies were light, and buyers and sellers were apart in their ideas. Tanks, f.o.b. Chicago, were 4¾c bid and refused, sellers asking 4¾@5c.

**SOYA BEAN OIL**—Operations were quiet in this quarter, with the market very steady. Tanks were quoted at 5c f.o.b. mills, with resellers quoting 4.90c.

**PALM OIL**—Offerings from first hands were limited and firm, but demand generally was small. Undertone was firm with strength in competing quarters. At New York, spot Nigre was quoted at 3½@3¾c; shipment Nigre, 3.35c; 12½ per cent acid bulk, 3.40c; 20 per cent softs, 3.30c; Sumatra bulk oil, 3¾c.

**PALM KERNEL OIL**—Nominal conditions ruled in the main, although a little business passed recently. Sellers were quoting at 3.20c New York.

**OLIVE OIL**—A good demand was reported in the East and with cables firm. Market was at about the best levels of the upturn, with spot New York quoted 5½@5¾c; shipment, 5¾c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Demand was mod-

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 25, 1933. — Cotton oil futures have fluctuated in narrow channels, being only about 30 points higher than on May 1. Crude is held firmly at 4c lb. for Texas and 4¼c lb. for Valley. Bleachable is strong at 4.95c lb. loose New Orleans. Now that lard is selling at close to the usual premium over oil, consumption of the latter is expected to increase.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 25, 1933. — Crude cottonseed oil, 4@4¼c lb.; forty-one per cent protein cottonseed meal, \$17.00; loose cottonseed hulls, nominal.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 25, 1933.—Prime cottonseed oil, 4c lb.; forty-three per cent meal, \$16.00; hulls, \$5.00.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**

Chicago, Illinois

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**



erate and the market very steady, with prices quoted 4½c f.o.b. mills.

**COTTONSEED OIL** — There were rumors of sales of spot oil New York at 12 points over the spot month or about 5.32c. Crude oil was firm; Southeast and Valley, 4¼c bid; Texas, 4c sales.

Market transactions at New York:

Friday, May 19, 1933.

	—Range—		—Closing—	
	Sales.	High. Low	Bid.	Asked.
Spot .....			515 a	Bid
May .....			520 a	Bid
June .....			518 a	530
July .....	8	522 518	517 a	520
Aug. ....			525 a	530
Sept. ....	7	538 536	532 a	540
Oct. ....			535 a	544
Nov. ....			545 a	555
Dec. ....	1	562 562	550 a	560

Sales, including switches, 16 contracts. Southeast crude, 95 under May bid.

Saturday, May 20, 1933.

Spot .....			500 a	Bid
May .....			500 a	Bid
June .....			500 a	515
July .....	7	510 510	506 a	510
Aug. ....	3	520 520	510 a	520
Sept. ....	7	526 522	522 a	524
Oct. ....			526 a	532
Nov. ....			532 a	543
Dec. ....			543 a	553

Sales, including switches, 17 contracts. Southeast crude, 75 under May bid.

Monday, May 22, 1933.

Spot .....			505 a	Bid
May .....			505 a	Bid
June .....			504 a	509
July .....	4	503 501	504 a	505
Aug. ....	1	518 518	517 a	519
Sept. ....	3	520 518	518 a	521
Oct. ....	7	529 525	522 a	525
Nov. ....			525 a	535
Dec. ....			535 a	537

Sales, including switches, 15 contracts. Southeast crude, 93 under May bid.

Tuesday, May 23, 1933.

Spot .....			510 a	Bid
May .....			515 a	Bid
June .....	1	520 520	518 a	528
July .....	1	515 515	520 a	521
Aug. ....			522 a	535
Sept. ....	4	533 530	533 a	538
Oct. ....	2	538 538	538 a	545
Nov. ....			545 a	553
Dec. ....	2	550 550	548 a	553

Sales, including switches, 10 contracts. Southeast crude, 108 under July bid.

Wednesday, May 24, 1933.

Spot .....			520 a	Bid
May .....			525 a	Bid
June .....			524 a	530
July .....	16	525 521	523 a	538
Aug. ....			525 a	538
Sept. ....	11	544 540	540 a	549
Oct. ....			541 a	549
Nov. ....			546 a	556
Dec. ....	6	555 554	555 a	565

Sales, including switches, 33 contracts. Southeast crude, 98 under July bid.

Thursday, May 25, 1933.

Spot .....			525 a	....
May .....			525 a	....
July .....			512 512	511 a 518
Sept. ....			526 526	524 a 527
Oct. ....			535 535	527 a 532
Dec. ....			546 546	538 a 540

Later markets on this page.

## Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products were less active the latter part of the week and the undertone was very steady. Trade was a little more mixed and there was some realizing. Hogs were firm; top, \$5.10 at Chicago. Easiness in grains induced realizing.

#### Cottonseed Oil.

Cotton oil was steady and quiet; offering limited, the market following outside trend, and undertone was steady. Crude was firm. Cash trade was fair.

Quotations on bleachable cottonseed oil at New York Friday noon were:

May, \$5.25 bid; June, \$5.12@5.25; July, \$5.14@5.20; Aug., \$5.16@5.26; Sept., \$5.29@5.34; Oct., \$5.34@5.40; Nov., \$5.38@5.48; Dec., \$5.43@5.52.

#### Tallow.

Tallow, extra, 3½c f.o.b.

#### Stearine.

Stearine, 5c.

#### Friday's Lard Markets.

New York, May 26, 1933. — Lard, prime western, \$6.85@6.95; middle western, \$6.70@6.80; city, 6½@6½c; refined Continent, 7½c; South America, 7½@7½c; Brazil kegs, 7½@7½c; compound, car lots, 7½c.

### BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, May 25, 1933.—General market quiet and unchanged. Fair demand for hams and picnics, with ham stocks low. Some improvement in lard.

Friday's prices were as follows: Hams, American cut, 74s; hams, long cut, 75s; Liverpool shoulders, square, none; picnics, none; short backs, none; bellies, clear, 60s; Canadian, 64s; Cumberlands, 63s; Wiltshires, none; spot lard, 47s.

### BRITISH PRODUCT MARKETS.

Arrivals of Continental bacon in the United Kingdom for the week ended May 11 totaled 70,308 bales compared with 68,207 bales a week earlier and 37,429 bales the same week a year ago. Prices of first quality product at Liverpool, with comparisons, are quoted as follows:

	May 11, 1933.	May 4, 1933.	May 12, 1932.
American green bellies.....	\$ 9.82	\$ 9.42	\$ 8.69
Danish green sides.....	14.56	14.45	Nom.
Canadian green sides.....	12.65	12.23	13.44
American short cut green			
hams .....	13.50	13.41	12.50
American refined lard .....	7.96	7.27	6.31

### FATS WITH LABELS IN GERMAN.

Marking in German is required on containers and other outer packing in which margarine, edible substitute fats, hardened edible oils, vegetable fats, or hardened fish oils are offered for sale in Germany, according to a government decree effective May 15. This is necessary to indicate the percentage of the ingredient oils and fats used as raw materials.

### HIDE PRICE DIFFERENTIALS.

Adjustment committee for hides of the New York Commodity Exchange on May 25, 1933, fixed following price differentials between basis, premium and discount grades of hides which may be delivered against Exchange contracts. These are effective May 26, 1933, to prevail until further notice.

Following differentials are based on hides taken off in the United States and Canada in non-discount months of July, August and September, and on hides taken off in the Argentine in non-discount months of December, January and February.

Differentials on Frigorifico hides are based on delivery from warehouse, duty paid.

#### FRIGORIFICO.

Cents per lb.

Steers .....	.25 premium
Light steers .....	.08 discount
Cows .....	.05 discount
Ex. lt. cows and steers.....	.30 discount

#### PACKER.

Heavy native steers.....	No differential
Ex. lt. native steers.....	No differential
Heavy native cows.....	.55 discount
Light native cows.....	Basis
Heavy butt Br. steers.....	No differential
Heavy Colorado steers.....	.55 discount
Heavy Texas steers.....	No differential
Light Texas steers.....	No differential
Ex. lt. Texas steers.....	.55 discount
Branded cows .....	.55 discount

#### PACKER TYPE.

Native cows and steers.....	.55 discount
Branded cows and steers.....	1.06 discount

#### PACIFIC COAST.

Steers (native and branded).....	.25 discount
Cows (native and branded).....	.55 discount

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended May 20, 1933, were 5,463,000 lbs.; previous week, 5,808,000 lbs.; same week last year, 4,026,000 lbs.; from January 1 to May 20 this year, 91,337,000 lbs.; same period a year ago, 77,014,000 lbs.

Shipments of hides from Chicago for the week ended May 20, 1933, were 9,111,000 lbs.; previous week, 7,968,000 lbs.; same week last year, 5,920,000 lbs.; from January 1 to May 20 this year, 100,293,000 lbs.; same period a year ago, 96,331,000 lbs.

### WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended May 20, 1933:

Week Ending	New York.	Boston.	Phila.
May 20, 1933.....	3,300		
May 13, 1933.....	4,970	2,868	780
May 6, 1933.....	16,459		
Apr. 29, 1933.....	9,016	5	
May 21, 1932.....	180,151	5,969	33,415
May 14, 1932.....	6,752	1,292	13,069
	3,356		
	239,448	39,611	131,000

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 26, 1933, show exports from that country were as follows: To the United Kingdom, 162,749 quarters; to the Continent, 4,943. Exports the previous week were: To England, 61,628 quarters; to Continent, 13,878.

# Hide and Skin Markets

## Chicago.

**PACKER HIDES** — Trading opened early this week at another half-cent advance on packer hides, with a movement for the week estimated around 90,000 hides or more, and running considerably larger than the week's kill. The market appears to be firmly established on this basis at present, and late political news as the week closes is expected to have a further strengthening effect on the market.

The bulk of the support in this market has come from sole leather interests. News from the leather market has been very good, with advances being strongly maintained on most grades of leather, and considerable interest on the part of buyers.

The trading opened when about 6,000 May light native cows moved at 11c for all points, after bids of 10½c had been declined on the first day of the week. Trading in other descriptions followed with a total of about 50,000 Apr.-May hides sold by three packers, while one packer sold only 1,000. Native steers, butt branded steers and heavy Texas steers sold at 11c; Colorado, heavy native cows and branded cows went at 10½c, all at a half-cent advance. Light native cows and extreme native steers sold at 11c for all points, a similar advance.

A few scattered sales followed at steady prices. Later, one packer sold 23,000 Mar.-Apr. light native cows, all points, at 10½c for this dating, while another packer sold total of 2,000 May light native cows at 11c, f.o.b. St. Paul, equal to 11½c, Chicago.

Late this week there was a further movement at steady prices. One packer sold 4,800 native steers, another 4,800, and a third 2,000, mostly Mays, at 11c; one lot of 2,400 butt branded steers and another lot of 2,100, Apr.-May take-off, brought 11c.

Light Texas steers are quotable at 10½c. Native bulls offered at 10c.

**SMALL PACKER HIDES** — A local small packer moved about 2,000 heavy hides, balance of May production, early in the period at 9½c for natives; lights had sold earlier. Market quoted nominally around 10½c for local small packer all-weight natives at present, and 10c for branded.

Local small packer association sold 700 native steers at 11c, 1,000 extreme native steers 11c, 1,000 light native cows 11c, and 700 Colorado 10½c, May production, tanner business.

**FOREIGN WET SALTED HIDES** — South American market quiet this week, the market being closely sold up late last week, with last trading at \$30.00 gold for LaBlancas, equal to 10½c, c.i.f. New York.

**COUNTRY HIDES** — The country market is about unchanged but hides are fairly firmly held. Principal support to the packer market has been from sole leather tanners, while the light buying by upper leather tanners has held back country hides. All-weights quoted 8@8½c, selected, de-

livered Chicago, top for very light average; these have been held back by lack of demand for heavy steers and cows, which are offered at 7c. Buff weights quoted 8½c, and extremes 9½c, with trading light. Bulls quoted around 6c. All-weight branded 6@6½c, flat, less Chicago freight.

**CALFSKINS** — Packer calfskins advanced a cent when one packer sold 18,000 April calf early this week at 17c for preferred northern points. Local small packer association sold a car of 4,000 Apr.-May calf at 16c for 9½-lb. and up, and 14c for under 9½-lb. Later another packer sold 4,000 Apr.-May River point heavy calf, 9½-lb. and up, at 16c, also a cent over last week.

Chicago city calfskins advanced a cent on the sale of 6,000 8/10-lb. at 13½c; car 10/15-lb. sold at 14c and this is bid, asking 14½c, with 13½c paid previous week. Outside cities, 8/15-lb., quoted around 13@14c; nom.; mixed cities and countries around 12c; straight countries 9½@10c. Chicago city light calf and deacons last sold at 5c, which is bid.

**KIPSKINS** — One packer sold 10,000 Feb.-Mar.-Apr. northern native kips this week at 12½c; some packers asking 13c. Kips have been rather slow moving recently.

Chicago city kipskins quoted around 11½c, nom.; outside cities 11@11½c; mixed cities and countries 10½@11c; straight countries 9@9½c.

Packer regular slunks sold at 85c; few hairless sold at 40c, some asking higher.

**HORSEHIDES** — Market firmer, with good city renderers sold at \$2.85@3.00, and choice lots held at \$3.25; mixed city and country lots around \$2.50@2.75 for No. 1's.

**SHEEPSKINS** — Dry pelts stronger and quoted 11@12c, delivered, for full wools; 8@9c talked for short wools. Strong demand for shearlings and market advanced 5c early this week on sales of upwards of fourteen cars at 80c for No. 1's, 65c for No. 2's, and 50c for clips; later one packer sold a full car at 85c for No. 1's, 70c for No. 2's, and 55c for clips. Very few No. 1's coming out at present. Pickled skins strong; winter skins about cleaned up but quoted \$2.75 per doz. last paid. Pickled California spring lambs were reported sold earlier at \$3.50@4.00; good demand from glove tanners and packers slow to offer, with ideas around \$5.00 per doz. Packer wool pelts last sold at \$2.00 per cwt., and genuine spring lambs around 85c per cwt. live lamb. Outside small packer lamb pelts 70@75c, nom., with not many around yet.

## New York.

**PACKER HIDES** — No further trading reported as yet on packer hides, with the market quotable nominally 11c for native and butt branded steers and 10½c for Colorados; reported mid-week that these prices were being declined for May take-off.

**CALFSKINS** — Calfskin market firmer, following the advance in the western market, and higher prices

asked. Collectors' 5-7's are quoted around \$1.20, and 7-9's around \$1.45 asked; small lot 9-12's sold at \$1.80. Packer 5-7's are quoted around \$1.35; some interest at \$1.50 for 7-9's, and \$2.00 for 9-12's, but asking \$1.60 and \$2.10.

## N. Y. HIDE FUTURE PRICES.

Friday, May 19, 1933—Close: June 10.80@11.00; Sept. 11.05@11.10; Dec. 11.50 sale; Mar. 11.85@11.90; sales 43 lots. Closing 10@20 points lower.

Saturday, May 20, 1933—Close: June 10.65@10.85; Sept. 10.90@10.94; Dec. 11.34 sale; Mar. 11.70@11.75; sales 24 lots. Closing 15@16 points lower.

Monday, May 22, 1933—Close: June 10.75@10.95; Sept. 11.00@11.05; Dec. 11.40@11.45; Mar. 11.82 sale; sales 76 lots. Market closed 6@12 points higher.

Tuesday, May 23, 1933—Close: June 11.00@11.25; Sept. 11.44 sale; Dec. 11.70@11.75; Mar. 12.05@12.10; sales 92 lots. Closing 23@44 points higher.

Wednesday, May 24, 1933—Close: June 11.10@11.35; Sept. 11.40@11.45; Dec. 11.80@11.84; Mar. 12.15@12.20; sales 67 lots. Closing 10 points higher to 4 lower.

Thursday, May 25, 1933—Close: June 11.00@11.25; Sept. 11.50 sale; Dec. 11.70 sale; Mar. 12.05@12.10; sales 41 lots. Closing 10 points higher to 10 lower.

Friday, May 26, 1933—Close: June 11.25@11.50; Sept. 11.53 sale; Dec. 11.88 sale; Mar. 12.15@12.20; sales 33 lots. Market closed 3 to 25 points higher.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended May 26, 1933, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended May 26.	Prev. week.	Cor. week, 1932.
Spr. nat. str.	11	10½	5 @ 5½n
Hvy. nat. str.	11	10½	4 @ 4½
Hvy. Tex. str.	11	10½	4 @ 4½
Hvy. butt brand'd str.	11	10½	4 @ 4½
Hvy. Col. str.	11	10½	4 @ 4½
Ex-light Tex. str.	11	10	4 @ 4
Brnd'd cows.	10½	10	4 @ 4
Hvy. nat. cows	10½	10	3½ @ 4
Lt. nat. cows	11	10½	4 @ 4½
Nat. bulls .. 9½	10	9½	2½ @ 2½n
Brnd'd bulls .. 9	9½	9	2½ @ 2½n
Calfskins .. 15	17	14	5½ @ 6n
Kips, nat. .. 12½	13	12	4 @ 4½
Kips, ov-wt. .. 11½	12	11	4 @ 4½
Kips, brnd'd .. 10½	11	10	4 @ 4½
Slunks, reg. .. 85	75	85	32½ @ 30
Slunks, hrls. .. 40	45	40	50n 25 @ 30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	10½n	9½@10n	@ 4n
Branded	10n	9 @ 9½n	3½ @ 3½n
Nat. bulls ..	9	@ 9n	2½ @ 2½n
Brnd'd bulls ..	8½	@ 8½n	2½ @ 2½n
Calfskins .. 13½	14½	12½ @ 13½	4½ @ 4½n
Kips .. 11½	12	11 @ 12n	4½ @ 4½n
Slunks, reg. .. 75n	60	@ 75n	@ 30
Slunks, hrls. .. 40n	30	@ 40n	@ 20

COUNTRY HIDES.			
Hvy. steers.	@ 7n	@ 6½n	@ 2½n
Hvy. cows ..	@ 7n	@ 6½n	@ 2½n
Buff ..	@ 8½	@ 8	3 @ 3½n
Extremes ..	@ 9½	8½ @ 9½	3½ @ 4n
Bulls ..	@ 6	5 @ 6	2n
Calfskins .. 9½	@ 10	9 @ 9½	3 @ 3½n
Kips .. 9	@ 9½	@ 9	3 @ 3½n
Light calf. .. 45	@ 60	45 @ 60	15 @ 20n
Deacons .. 45	@ 60	45 @ 60	15 @ 20n
Slunks, reg. .. 20n	@ 20n	@ 20n	@ 10n
Slunks, hrls. .. 10n	@ 10n	@ 10n	@ 5n
Horsehides .. 2.50@3.25	2.25@3.25	1.25@1.75	

SHEEPSKINS.			
Pkr. lambs ..	.....	.....	.....
Sm. pkr. lambs .. 70	@ 75n	70 @ 75	35 @ 40
Pkr. shearings .. 85	@ 85	@ 75	20 @ 25
Dry pelts .. 11	@ 12	@ 7	6 @ 6½



# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, May 25, 1933.

**CATTLE**—Compared with close last week: Strictly good and choice fed steers and yearlings, steady; common and medium grades, 25@40c lower. Offerings of value to sell at \$6.00 downward were under pressure throughout the week. Choice long yearlings were scarce. Supply mediumweight and heavy steers was fairly liberal and in reliable demand. All cows, weak to 25c lower; all heifers, fully 25c down, in instances more; bulls, 25@40c lower; vealers, mostly 50c down. Most fed steers and yearlings, \$5.25@6.50. Extreme top, \$7.25, paid for long yearlings, also for 1,342-lb. averages; most heavy steers, \$6.15@6.60; big weights, \$5.70@6.15; yearling heifers, up to \$6.35, with practical top \$6.10. Recent out-of-lineness of common and medium grade steers and yearlings and butcher heifers, together with approaching grass season, tended to widen the range between lower and strictly grained offerings. Heavy sausage bulls closed at \$3.25@3.40; vealers, \$5.00@6.00.

**HOGS**—Compared with close last Friday: Market mostly 20@25c lower; packing sows, 5@10c off. Trade was slow all week, and shipper demand continued extremely narrow. Receipts were below a week ago locally, but heavier in the aggregate at leading centers. Closing top, \$5.00; bulk 190 to 325 lbs., \$4.90@5.00. Heavier weights were scarce; 140 to 180 lbs., \$4.50@4.80; pigs, mainly \$4.25 downward; most packing sows, \$4.40@4.55.

**SHEEP**—Compared with close last week: Fat lambs, mostly steady, early decline regained; sheep, unevenly weak to 25c lower, heavy fat ewes off more in instances. Open market receipts since mid-week were smallest in years, but declining dressed prices were an adverse factor. Closing bulks follow: Good to choice old crop clipped lambs scaling under 97 lbs., \$6.25@6.50, one load \$6.60, week's top; throwouts, \$4.50@5.00; desirable native spring lambs, \$7.00@8.00, most killers sorting off bucks at \$1.00 penalty; light and mediumweight shorn ewes, \$2.25@2.75; kinds scaling above 160 lbs., \$1.75@2.00.

Careless work in hog scalding costs money. Read chapter 2 of "PORK PACKING," The National Provisioner's latest book.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., May 25, 1933.

**CATTLE**—Prices for practically all classes of killing cattle were under sharp pressure during week, uneven declines were enforced, and most of last week's substantial advance was lost. Compared with last week's close: Light steers and yearlings, 25@40c lower; heavy steers, weak to 25c lower; heifers, 25@50c lower; cows and bulls, weak to mostly 25c lower; vealers, 50c lower. Choice heavy steers earned \$6.40; medium weights, \$6.50; long yearlings, \$6.65; choice 808-lb. heifers, \$5.85.

**HOGS**—Compared with last Saturday, hog prices are steady to 10c higher; Thursday's top \$4.65 on 200 to 260 lbs. Bulk 160- to 350-lb. averages, \$4.45@4.65; 140 to 160 lbs., \$3.90@4.45; packing sows, \$4.00@4.15; stags, \$3.75@4.00.

**SHEEP**—Comparisons with last Friday show lamb prices weak to 25c lower; sheep, strong. Thursday's California spring lambs closed at \$7.40@7.50; top natives, \$7.50; fed California lambs, \$7.35; California shorn lambs, \$7.25; fed clipped Californias, \$7.15; old crop clipped lambs, \$5.75@6.20; top, \$6.40; good and choice ewes, \$1.50@2.75.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., May 18, 1933.

**CATTLE**—A rather unsettled condition in the eastern meat trade was responsible for a weaker trend in the fed steer and yearling market during the week, and values were reduced 25@40c as compared with last Friday. Heavy beefs have had the preference and show the least decline. Choice 1,037-lb. yearlings brought \$6.85, while several loads of light steers and yearlings went at \$6.40@6.60. Choice heavy steers were scarce, and best 1,477-lb. weights went at \$6.25. Bulk of fed offerings cleared from \$5.25@6.40. Light mixed yearlings and fed heifers shared the steer decline, but slaughter cows held at steady to weak levels. Bulls closed weak, and vealers lost around 50c, with the late top at \$6.00.

**HOGS**—Hog values were reduced to some extent early in the week. On late days big packers were aggressive buyers, and final prices are mostly 5@10c higher than last Friday. The late top

reached \$4.70 on choice 200- to 240-lb. averages, while most of the 180- to 325-lb. weights cashed at \$4.55@4.65. Underweights met a limited demand, with desirable 140- to 170-lb. kinds selling at \$4.25@4.55. Packing sows held about steady at \$3.90@4.10.

**SHEEP**—Both fed lambs and springers were reduced 15@25c as compared with late last week. Woolskins were scarce, with the best at \$6.75. Clippers reached \$6.25 early in the period, but at finish most sales ranged from \$6.00 down. Choice native springers scored \$7.50, and best Arizonas went at \$7.40. Mature sheep held steady, with fat ewes bringing \$2.25@2.50, with a few light weights at \$2.75.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., May 25, 1933.

**CATTLE**—Increased receipts this week influenced declines which practically erased the advances scored the preceding week. Compared with the close last week: Steers, 25c to mostly 50c lower; mixed yearlings and heifers, 50c lower, spots off 75c; cows, 25c lower; low cutters, 10@15c lower; sausage bulls, steady; vealers, 25c lower. Bulk of steers scored \$5.00@6.25; 981-lb. yearlings, up to \$6.85; 1,441-lb. steers, \$6.25. Most mixed yearlings and heifers claimed \$5.00@6.00, top mixed yearlings and top heifers landing \$6.25. Majority of cows registered \$3.25@3.75; low cutters, \$2.00@2.50. The four-day period closed with top sausage bulls, \$3.50; best vealers, \$5.00.

**HOGS**—Sharing the downward movement of pork prices, hog values ruled 10@15c lower for the period. Top for week was \$4.90, with the Thursday high at \$4.80. Most 170- to 300-lb. weights centered at \$4.70 and \$4.75 late, with 140 to 160 lbs., \$4.10@4.65; pigs, down to \$3.25. Packing sows cashed at \$4.10@4.25.

**SHEEP**—Spring lambs and sheep ruled steady for the week; clipped lambs, 25c lower. Spring lambs scored a practical top of \$7.75; bulk, \$7.25@7.75. Better clipped lambs cashed at \$5.75@6.35; medium kinds, \$4.50@5.50; two-year-old wethers, \$3.75@4.25; mutton ewes, \$2.50@3.00.

## SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., May 25, 1933.

**CATTLE**—Slaughter classes reacted from last week's sharp bulge, and all revisions this week appeared as downturns. Beef steers and yearlings lost 25@50c from last week's high point, while she stock ruled weak to 25c lower. Small lots of choice yearlings and medium weight beefs earned \$6.50@6.75, carlots sold around \$6.15@6.35, and the greater share brought \$5.25@6.00. Load lots of choice yearling heifers sold up to \$6.00, beef cows bulked at \$3.50@4.25, and most low cutters and cutters moved at \$2.50@3.00. Bulls remained about steady, with medium grades up to \$3.25. Vealers firmed for selects to make \$7.50.

**HOGS**—Light receipts fully met trade requirements and, in spite of a slight improvement in shipping inquiry, slaughter classes rated steady to weak

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Montgomery, Ala. Sioux City, Ia.



with last Friday. Thursday's top stood at \$4.60, while bulk of 170- to 350-lb. weights ranged \$4.45@4.60. Extreme heavy butchers dropped down to \$4.35. Light lights cleared largely at \$4.25@4.40. Most packing sows brought \$4.00@4.10.

**SHEEP**—Slight reactions from last Friday's high point netted only 10@15c losses for slaughter lambs, and other classes held recent gains. The late bulk of fed clipped lambs moved at \$6.25@6.40. Limited numbers of desirable woolskins were salable around \$7.00. Good to choice native springers sold up to \$7.25. A small showing of choice light ewes were noted up to \$2.75, and small bunches of yearlings made \$5.10.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., May 25, 1933.

**CATTLE**—All classes of fed steers and yearlings have been under pressure, heavy steers due to scarcity being least affected. Light yearlings, especially heifers, have been most bearish. Fed steers and long yearlings are mostly 25@35c lower than last week's close; light yearlings and heifers, 25@50c off, with better grade heifers showing the maximum loss. Cows opened weak but finished strong; bulls and calves, steady; vealers, 50c lower. A load of choice 1,000-lb. steers brought \$6.75 today, equalling last week's carlot top; some 953-lb. steers, \$6.50. Steers over 1,100 lbs. have been very scarce, some averaging 1,118 lbs. selling at \$6.25; 1,241 lbs., \$5.90; 1,370 lbs., \$5.60; bulk steers and yearlings, \$5.00@6.00; best mixed yearlings, \$6.00; top straight heifers, \$5.85; bulk light yearlings and heifers, \$4.75@5.50. Top cows sold at \$4.25@4.35; bulk beef cows, \$3.00@4.00; cutter grades, \$2.00@2.85; most bulls, \$3.00@3.35; top vealers, \$6.00 early; late top, \$5.50.

**HOGS**—Hog prices have fluctuated within narrow limits this week. Current prices are mostly 5c higher on butchers, but largely 10c lower on sows than Friday last week. Top for the period was established at \$4.70 today for one load; \$4.65 was also paid sparingly. Bulk desirable hogs, \$4.55@4.60, mostly \$4.60; a few heaviest, \$4.50; sows, mainly \$4.00@4.25.

**SHEEP**—Lamb prices, although 25@50c lower at mid-week, recovered in large part today and are not over 10@15c off for the period. Best native spring lambs today brought \$7.50; top clipped lambs, \$6.40 as against \$7.65 for native springers and \$6.50 for fed clips at the high time late last week. Bulk of fed clipped lambs brought \$6.00@6.25 today, including 96-lb. clips at \$6.25. Best woolled lambs this week brought \$7.00 Tuesday; none offered late. Several loads of California springers brought \$7.00@7.35, with throwouts, \$6.00.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., May 25, 1933.

**CATTLE**—Fat cattle market dropped back somewhat this week from the high levels reached last week. Trade is fully steady to strong, and in spots higher, compared with a week ago. Most of the slaughter steers and yearlings are now selling at \$5.00@5.75; several loads and part loads of better grades, \$6.00@6.50; a few yearlings, \$6.75. Beef cows bulked today at \$3.00@3.50; low cutters and cutters, \$2.00@2.75; butcher heifers, \$3.75@4.75; medium grade bulls, \$2.75@3.00; better vealers, \$4.00@5.50.

**HOGS**—Hog prices are somewhat lower than a week ago, better 160- to 350-lb. weights selling today mostly at \$4.30@4.55; bulk good sows, \$4.00@4.15; pigs and light lights, \$4.00@4.25 or better.

**SHEEP**—A few woolled lambs sold up to \$6.75; good to choice clipped lambs, \$6.00. Good to choice spring lambs were salable at \$6.50@7.25 or better.

## CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., May 25, 1933.

Receipts of hogs at 25 concentration yards and 7 packing plants in Iowa and Minnesota were somewhat heavier than a week ago, but lighter than a year ago. Trade interests report hogs very hard to buy at current price quotations, which are 10@15c below last week's close. Late bulk good to choice 180 to 300 lbs., \$4.40@4.70, depending on weight and distance hauled; occasional long hauled loads, to \$3.75 and \$3.80 for averages; under 260 lbs., big weight butchers, down to \$4.25; better grade packing sows, \$3.80@4.25.

Receipts of hogs, unloaded daily at these 25 concentration yards and 7 packing plants for week ended May 25, were as follows:

	This week.	Last week.
Friday, May 19.....	19,700	25,700
Saturday, May 20.....	23,200	24,600
Monday, May 22.....	51,200	46,800
Tuesday, May 23.....	21,200	14,300
Wednesday, May 24.....	20,800	14,200
Thursday, May 25.....		

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

## U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, May 19, 1933, as reported to THE NATIONAL PROVISIONER:

	Week ended May 19.	Prev. week, 1932.	Cor. week, 1932.
Chicago.....	119,705	140,213	113,306
Kansas City, Kan.....	54,001	68,866	82,866
Omaha.....	31,385	47,500	50,311
St. Louis & East St. Louis.....	81,911	75,127	81,588
Sioux City.....	16,639	33,302	17,782
St. Paul.....	37,084	43,358	29,283
St. Joseph.....	16,898	23,778	24,350
New York & J. C.....	40,104	45,102	29,878
Total.....	397,727	477,300	429,306

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week ended May 18, 1933:

### BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended May 18.	Prev. week.	Same week, 1932.
Toronto.....	\$ 5.45	\$ 5.75	\$ 6.75
Montreal.....	5.25	5.40	6.00
Winnipeg.....	5.00	5.00	5.65
Calgary.....	4.55	4.25	5.50
Edmonton.....	4.50	4.25	5.00
Prince Albert.....	3.50	3.50	4.25
Moose Jaw.....	4.50	4.25	5.25
Saskatoon.....	4.25	4.00	5.00

### VEAL CALVES.

	Week ended May 18.	Prev. week.	Same week, 1932.
Toronto.....	\$ 7.00	\$ 6.50	\$ 7.00
Montreal.....	5.50	4.50	4.00
Winnipeg.....	5.50	5.50	5.50
Calgary.....	5.75	5.00	6.25
Edmonton.....	5.00	5.00	5.00
Prince Albert.....	3.50	3.50	4.00
Moose Jaw.....	4.50	4.50	5.50
Saskatoon.....	5.00	4.00	5.00

### SELECT BACON HOGS.

	Week ended May 18.	Prev. week.	Same week, 1932.
Toronto.....	\$ 6.50	\$ 6.40	\$ 5.10
Montreal.....	6.85	6.75	5.25
Winnipeg.....	6.00	5.85	3.90
Calgary.....	5.95	5.85	3.90
Edmonton.....	5.50	5.90	3.55
Prince Albert.....	5.70	5.55	3.80
Moose Jaw.....	5.75	5.00	3.80
Saskatoon.....	5.70	5.55	3.90

### GOOD LAMBS.

	Week ended May 18.	Prev. week.	Same week, 1932.
Toronto.....	\$ 8.50*	\$ 9.00	\$13.00
Montreal.....	13.00	14.00	6.00
Winnipeg.....	9.00	7.75	10.00
Calgary.....	6.25	6.50	7.00
Edmonton.....	6.50	6.50	6.50
Prince Albert.....	6.00	6.50	6.50
Moose Jaw.....	8.00	4.50	5.50
Saskatoon.....	8.00	4.50	5.50

\*Spring Lambs \$4.00 to \$6.00 each.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended May 20, 1933:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended May 20.....	161,000	465,000	317,000
Previous week.....	190,000	563,000	376,000
1932.....	153,000	529,000	377,000
1931.....	200,000	499,000	378,000
1930.....	189,000	559,000	295,000
1929.....	200,000	573,000	333,000
1928.....	203,000	601,000	256,000

Hogs at 11 markets:

	Cattle.	Hogs.	Sheep.
Week ended May 20.....	130,000	318,000	194,000
Previous week.....	138,000	379,000	219,000
1932.....	115,000	360,000	206,000
1931.....	148,000	371,000	259,000
1930.....	138,000	423,000	242,000
1929.....	136,000	405,000	259,000
1928.....	140,000	440,000	200,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended May 20.....	130,000	318,000	194,000
Previous week.....	138,000	379,000	219,000
1932.....	115,000	360,000	206,000
1931.....	148,000	371,000	259,000
1930.....	138,000	423,000	242,000
1929.....	136,000	405,000	259,000
1928.....	140,000	440,000	200,000

## NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended May 20, 1933:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	3,925	7,747	4,225	89,224
Central Union.....	1,966	2,055	11,837	
New York.....	897	3,286	13,154	4,955
Total.....	6,788	12,788	17,377	56,056
Previous week.....	7,017	14,686	18,329	58,293
Two weeks ago.....	7,338	12,907	17,824	56,304

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## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, May 25, 1933, as reported by the U. S. Bureau of Agricultural Economics:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and rearing pigs excluded):					
Lt. lt. (140-160 lbs.) gd.-ch.	\$4.40@	4.80	\$4.00@	4.70	\$3.90@
Lt. wt. (160-180 lbs.) gd.-ch.	4.65@	4.85	4.90@	4.75	4.45@
Med. wt. (200-220 lbs.) gd.-ch.	4.85@	5.00	4.70@	4.75	4.55@
Med. wt. (220-250 lbs.) gd.-ch.	4.90@	5.00	4.70@	4.80	4.55@
Hvy. wt. (250-280 lbs.) gd.-ch.	4.90@	5.00	4.70@	4.80	4.55@
(280-350 lbs.) gd.-ch.	4.85@	4.95	4.70@	4.80	4.50@
Pkg. sows (275-500 lbs.) med.-ch.	4.50@	4.65	4.15@	4.25	4.10@
(350-425 lbs.) good	4.45@	4.55	4.10@	4.25	4.05@
(325-550 lbs.) good	4.35@	4.50	4.05@	4.20	4.00@
(275-550 lbs.) good	4.20@	4.40	4.00@	4.15	3.85@
Str. pigs (100-130 lbs.) gd.-ch.	4.00@	4.50	3.25@	3.85	3.75@
Av. cost & wt. Thurs. (Pigs excl.)	4.70-260 lbs.	4.71-217 lbs.	4.42-202 lbs.	4.45-228 lbs.	4.45-228 lbs.

## Slaughter Cattle and Calves:

## STEERS (900-900 LBS.):

Choice	6.75@	7.50	6.25@	7.00	6.25@	7.00	6.25@	6.75
Good	5.50@	7.00	6.50@	8.25	5.50@	6.25	5.25@	6.25
Medium	5.00@	5.75	5.00@	5.50	4.75@	5.50	4.50@	5.25
Common	4.25@	5.00	4.25@	5.00	4.00@	4.75	4.00@	4.50

## STEERS (900-1100 LBS.):

Choice	6.75@	7.50	6.25@	7.00	6.25@	7.00	6.25@	6.75
Good	5.50@	7.00	6.50@	8.25	5.50@	6.25	5.25@	6.25
Medium	5.00@	6.00	5.00@	5.50	4.75@	5.50	4.50@	5.25
Common	4.25@	5.25	4.25@	5.00	4.00@	4.75	4.00@	4.50

## STEERS (1100-1300 LBS.):

Choice	6.75@	7.50	6.25@	7.00	6.25@	7.00	6.25@	6.75
Good	5.75@	7.00	5.50@	6.25	5.50@	6.25	5.25@	6.35
Medium	5.25@	6.00	5.00@	5.50	4.75@	5.50	4.50@	5.35

## STEERS (1300-1500 LBS.):

Choice	6.75@	7.25	6.25@	6.75	5.75@	6.50	5.75@	6.50
Good	5.50@	6.75	5.50@	6.25	5.50@	6.25	5.25@	6.00

## HEIFERS (550-850 LBS.):

Choice	5.50@	6.00	5.75@	6.25	5.25@	5.75	5.25@	5.85
Good	5.00@	5.75	5.00@	5.75	4.75@	5.40	4.50@	5.25
Medium	4.00@	5.00	3.75@	5.00	3.75@	4.85	3.50@	4.50
Common	5.00@	6.00	4.75@	5.75	4.75@	5.85	4.50@	5.50

## COWS:

Choice	4.00@	5.25	3.75@	4.75	3.50@	4.75	3.25@	4.50
Good	3.50@	4.25	3.50@	4.00	3.50@	4.00	3.35@	3.85
Com-med.	3.25@	3.75	3.15@	3.50	3.00@	3.50	3.00@	3.35
Low cutter and cutter	2.25@	3.25	1.75@	3.15	2.25@	3.00	1.75@	3.00

## BULLS (YRLS. EX. BEEF):

Good-choice	3.40@	4.00	3.00@	3.75	3.00@	3.50	2.75@	3.50
Cul-med.	2.75@	3.40	2.50@	3.50	2.50@	3.15	2.25@	3.25

## VEALERS (MILK-FED):

Good-choice	5.00@	6.00	5.50@	5.00	5.50@	6.50	5.00@	5.50
Medium	4.50@	5.00	4.25@	5.50	4.50@	5.00	4.25@	5.50
Cul-med.	2.75@	4.50	2.00@	2.75	3.00@	4.50	2.25@	3.00

## CALVES (250-500 LBS.):

Good-choice	4.00@	5.25	4.75@	5.50	4.25@	5.50	3.25@	5.00
Cul-med.	2.75@	4.00	2.75@	4.75	3.00@	4.25	2.50@	3.25

## Slaughter Sheep and Lambs:

## SPRING LAMBS:

Choice	7.25@	8.00	7.00@	7.75	7.00@	7.50	6.75@	7.50
Good	6.50@	7.25	6.25@	7.00	6.50@	7.00	6.00@	7.25
Medium	5.75@	6.50	5.50@	6.25	5.00@	6.50	5.00@	6.25

## LAMBS:

(90 lbs. down) gd.-ch.	6.10@	6.85	5.85@	6.35	6.00@	6.40	5.50@	6.25
Com-med.	4.50@	6.25	4.00@	5.85	4.50@	6.00	4.25@	5.75
(90-98 lbs.) gd.-ch.	6.00@	6.50	5.75@	6.25	5.75@	6.25	5.35@	6.25
(98-110 lbs.) gd.-ch.	5.75@	6.35	5.00@	6.00	5.00@	6.00	4.50@	6.25

## YEARLING WETHERS:

(90-110 lbs.) gd.-ch.	4.50@	5.00	4.50@	5.00	4.25@	5.00	4.50@	4.50
Medium	3.75@	4.50	3.50@	4.50	3.50@	4.25	4.00@	4.50

## EWES:

(90-120 lbs.) gd.-ch.	2.50@	3.00	2.25@	3.00	2.00@	2.75	2.00@	3.00
(120-150 lbs.) gd.-ch.	2.00@	2.75	2.00@	2.85	1.75@	2.50	1.75@	2.75
(All weights) com-med.	1.25@	2.50	1.25@	2.25	1.00@	2.00	1.00@	2.25

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended May 20, 1933, with comparisons:

	Week ended May 20.	Prev. week. 1932.	Over. week. 1932.
<b>CATTLE.</b>			
Chicago	27,073	26,518	25,816
Kansas City	19,402	17,027	12,793
Omaha	19,546	20,689	16,763
East St. Louis	16,850	14,919	13,794
St. Joseph	6,239	5,948	6,433
St. Paul	9,312	9,344	6,503
Wichita	1,621	1,748	1,739
Port Worth	4,250	3,967	4,376
Philadelphia	1,731	1,675	1,629
Indianapolis	1,792	1,728	1,556
New York & Jersey City	8,781	9,205	10,115
Oklahoma City	3,719	3,826	3,056
Cincinnati	3,021	3,318	3,313
Denver	2,267	2,486	2,892
St. Paul	10,394	12,565	8,892
Milwaukee	2,533	4,582	...
<b>Total</b>	<b>138,953</b>	<b>130,163</b>	<b>110,778</b>
<b>HOGS.</b>			
Chicago	108,434	115,236	100,340
Kansas City	54,001	68,986	82,806
Omaha	30,251	46,185	51,046
East St. Louis	54,189	48,739	49,890
St. Joseph	17,845	24,031	21,175
St. Paul	15,897	32,623	17,387
Wichita	13,203	16,156	19,283
Port Worth	11,990	12,357	5,403

Philadelphia	19,222	19,290	19,193
Indianapolis	25,883	24,136	26,475
New York & Jersey City	38,663	45,605	42,290
Oklahoma City	11,996	15,206	8,910
Cincinnati	20,686	19,232	17,503
Denver	13,241	12,705	11,420
St. Paul	19,026	34,638	8,214
Milwaukee	8,108	9,083	...
<b>Total</b>	<b>443,540</b>	<b>544,207</b>	<b>473,192</b>
<b>SHEEP.</b>			
Chicago	58,157	51,449	57,879
Kansas City	38,374	40,525	28,031
Omaha	13,218	9,262	15,414
East St. Louis	21,001	21,817	26,753
St. Joseph	9,442	12,390	4,093
St. Paul	1,588	4,281	2,136
Wichita	28,906	37,611	41,879
Port Worth	5,932	5,984	8,214
Philadelphia	2,768	3,156	1,214
Indianapolis	64,660	69,233	60,541
Oklahoma City	2,856	2,156	4,213
Cincinnati	3,308	2,011	3,005
Denver	3,350	4,140	7,408
St. Paul	5,327	4,642	...
Milwaukee	271	642	...
<b>Total</b>	<b>298,298</b>	<b>300,200</b>	<b>297,851</b>

Does it pay to save hog anouts? Do you compare them with tank value? Read "PORK PACKING." The National Provisioner's latest revision of "The Packers' Encyclopedia."

## RECEIPTS AT CENTERS

SATURDAY, MAY 20, 1933.

	Cattle.	Hogs.	Sheep.
Chicago	700	11,000	6,000
Kansas City	1,200	1,000	500
Omaha	125	2,000	2,500
St. Louis	250	5,000	1,500
St. Joseph	100	1,000	1,000
St. Paul	150	1,000	500
Port Worth	350	600	800
Milwaukee	100	200	...
Denver	100	1,000	8,700
Louisville	100	100	700
Wichita	100	1,300	100
Indianapolis	100	4,000	100
Pittsburgh	1,500	300	300
Cincinnati	1,800	1,000	500
Buffalo	100	700	300
Cleveland	200	200	...
Nashville	100	100	500

MONDAY, MAY 22, 1933.

Chicago	14,000	30,000	15,000
Kansas City	9,500	6,000	9,000
Omaha	10,000	7,500	7,000
St. Louis	8,200	12,000	3,600
St. Joseph	1,300	2,500	6,000
St. Paul	4,000	4,500	2,500
Port Worth	2,400	4,000	5,500
Milwaukee	700	1,800	...
Denver	3,200	5,000	14,000
Louisville	500	1,700	3,500
Wichita	2,000	3,400	800
Indianapolis	700	8,000	500
Pittsburgh	500	1,500	1,500
Cincinnati	1,100	4,700	1,500
Buffalo	1,500	4,800	2,800
Cleveland	700	2,300	1,000
Nashville	500	400	4,000

TUESDAY, MAY 23, 1933.

Chicago	6,000	22,000	8,000
Kansas City	5,500	7,000	7,000
Omaha	6,000	9,000	6,300
St. Louis	3,500	13,500	4,000
St. Joseph	1,800	5,000	3,000
St. Paul	3,500	5,000	1,000
Port Worth	2,700	5,500	700
Milwaukee	2,500	1,800	5,000
Denver	800	2,500	500
Louisville	100	1,400	5,300
Wichita	100	1,500	5,300
Indianapolis	2,000	2,200	3,400
Pittsburgh	1,800	12,000	1,600
Cincinnati	400	500	800
Buffalo	700	5,300	3,000
Cleveland	100	1,200	200
Nashville	200	1,300	300

WEDNESDAY, MAY 24, 1933.

Chicago	8,000	20,000	6,000
Kansas City	4,000	5,000	6,000
Omaha	5,500	7,000	7,600
St. Louis	2,500	11,500	4,000
St. Joseph	1,500	5,000	3,000
St. Paul	2,000	4,500	2,000
Port Worth	3,500	8,000	800
Milwaukee	2,500	2,000	6,600
Denver	800	2,800	500
Louisville	1,400	4,000	2,500
Wichita	200	1,300	4,000
Indianapolis	800	1,900	300
Pittsburgh	1,200	7,000	1,800
Cincinnati	1,600	1,600	200
Buffalo	500	3,000	8,800
Cleveland	200	1,500	3,400
Nashville	100	1,000	3,400

THURSDAY, MAY 24, 1933.

Chicago	5,000	18,000	8,000
Kansas City	2,900	6,000	5,000
Omaha	5,500	7,000	7,500
St. Louis	2,000	10,000	2,000
St. Joseph	1,500	5,500	2,500
St. Paul	1,500	5,000	1,500
Fort Worth	2,500	5,500	500
Milwaukee	1,000	1,500	5,000
Denver	700	1,500	500
Louisville	200	3,000	1,500
Wichita	400	2,800	300
Indianapolis	800	6,000	300
Pittsburgh	100	500	300
Cincinnati	800	3,800	2,300
Buffalo	200	1,500	400
Cleveland	200	1,100	300
Nashville	100	300	5,000

May 27, 1933.

## THE NATIONAL PROVISIONER

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, May 20, 1933, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,296	797	8,243
Swift & Co.	3,559	584	12,486
Morris & Co.	1,942	.....	4,557
Wilson & Co.	4,017	907	4,413
Anglo-Amer. Prov. Co.	1,537	.....	.....
G. H. Hammond Co.	2,654	818	.....
Libby, McNeill & Libby.	384	.....	.....
Shippers	9,147	6,167	3,144
Others	7,517	39,129	6,288
Brennan Pkg. Co., 5,700 hogs; Independent Pkg. Co., 444 hogs; Boyd, Lunnham & Co., 457 hogs; Hygrade Food Prod. Corp., 3,324 hogs; Agar Pkg. Co., 3,497 hogs.			
Total: 34,853 cattle, 8,112 calves, 61,544 hogs, 29,131 sheep.			
Not including 1,967 cattle, 2,829 calves, 58,013 hogs and 22,170 sheep bought direct.			

## KANSAS CITY.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	2,965	3,714	4,901
Cudahy Pkg. Co.	2,963	2,967	8,990
Morris & Co.	2,340	2,483	3,289
Swift & Co.	3,045	9,072	7,214
Wilson & Co.	2,770	3,061	6,408
Independent Pkg. Co.	.....	883	.....
Joe Baum Pkg. Co.	.....	502	.....
Others	5,987	6,167	9,078
Total	19,402	27,537	38,940

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	6,153	9,926	8,400
Cudahy Pkg. Co.	4,215	6,819	12,712
Dold Pkg. Co.	720	5,012	.....
Morris & Co.	1,958	188	4,288
Swift & Co.	6,419	5,767	13,135
Others	9,177	.....	.....
Geo. Hoffman Pkg. Co., 84 cattle; Grt. Omaha Pkg. Co., 35 cattle; Omaha Pkg. Co., 48 cattle; J. Roth & Sons, 63 cattle; So. Omaha Pkg. Co., 39 cattle; Eagle Pkg. Co., 4 cattle; Lincoln Pkg. Co., 562 cattle; Nagle Pkg. Co., 40 cattle; Sinclair Pkg. Co., 195 cattle; Wilson & Co., 490 cattle.			
Total: 21,223 cattle and calves; 36,889 hogs, 37,335 sheep.			

## EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,201	2,518	9,668	4,732
Swift & Co.	2,040	4,156	11,921	5,501
Morris & Co.	844	1,296	3,675	1,615
Hunter Pkg. Co.	697	.....	9,521	.....
Hell Pkg. Co.	.....	.....	1,152	.....
Key Pkg. Co.	.....	.....	3,147	.....
American Pkg. Co.	.....	.....	163	.....
Shippers	2,117	2,564	22,499	.....
Others	2,751	377	14,921	.....
Total	10,650	10,881	76,668	13,218
Not including 3,004 cattle, 3,955 calves, 40,381 hogs and 2,202 sheep bought direct.				

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Key Pkg. Co.	.....	1,049	17	.....
Laclede Pkg. Co.	.....	253	18	.....
Schloff Pkg. Co.	97	.....	860	61
Hell Pkg. Co.	.....	100	.....	.....
American Pkg. Co.	44	.....	65	.....
Hunter Pkg. Co.	.....	69	.....	.....
Sokolik Pkg. Co.	.....	38	33	.....
Shippers	225	288	4,525	149
Others	82	74	592	210
Total	448	400	7,428	553

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,431	600	9,783	13,463
Armour and Co.	2,294	595	7,756	7,538
Others	966	44	1,425	359
Total	5,691	1,209	18,964	21,340

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,069	60	6,064	3,401
Armour and Co.	3,274	79	5,832	2,839
Swift & Co.	2,510	68	3,527	3,000
Shippers	2,384	25	3,806	.....
Others	175	17	28	.....
Total	11,442	240	19,280	9,240

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,485	112	2,488	8,796
Armour and Co.	1,038	104	2,591	10,690
Others	969	206	1,627	1,286
Total	3,492	422	6,706	20,752

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,245	552	5,768	1,460
Wilson & Co.	1,242	567	5,927	1,396
Others	80	23	301	.....
Total	2,576	1,142	11,996	2,866

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	632	309	4,882	1,531
Dold Pkg. Co.	394	16	3,477	65
Wichita Pkg. Co.	11	.....	.....	.....
Dunn-Ostertag	110	.....	.....	.....
Fred W. Dold & Sons	100	.....	407	2
Sunflower Pkg. Co.	49	.....	148	.....
Total	1,296	325	8,974	1,598
Not including 4,229 hogs bought direct.				

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,015	2,770	8,206	1,063
Cudahy Pkg. Co.	332	1,567	.....	.....
Swift & Co.	5,111	4,284	11,718	3,664
United Pkg. Co.	1,938	58	4,624	.....
Others	1,205	.....	.....	.....
Total	11,601	8,763	24,550	5,327

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,557	4,087	7,474	280
U. D. B. Co., N. Y.	36	.....	.....	.....
The Layton Co.	.....	.....	371	.....
R. Gums & Co.	41	25	173	11
Armour & Co., Mil.	743	2,023	.....	.....
N.Y.B.D.M. Co., N.Y.	40	.....	.....	.....
Omaha Pkg. Co., Chi.	134	.....	.....	.....
Shippers	231	8	28	1
Others	260	590	116	20
Total	3,042	6,742	8,190	371

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,749	1,236	21,073	1,445
Armour and Co.	864	73	1,868	.....
Hilgemeler Bros.	5	.....	1,268	.....
Brown Bros.	82	26	269	12
Stumpf Bros.	.....	.....	151	.....
Meier Pkg. Co.	104	5	288	.....
Indiana Prov. Co.	24	18	166	.....
Schusler Pkg. Co.	22	.....	276	.....
Maass-Hartman Co.	42	.....	.....	.....
Art Wabnitz	7	21	.....	23
Shippers	1,850	1,716	16,073	2,826
Others	472	207	176	194
Total	5,230	3,312	41,719	4,500

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	.....	.....	.....	205
Ideal Pkg. Co.	13	.....	601	.....
E. Kahn's Sons Co.	797	704	6,087	2,137
Kroger G. & B. Co.	129	92	1,907	.....
J. Lohrey Pkg. Co.	3	.....	203	.....
H. H. Meyer Pkg. Co.	14	.....	408	.....
A. Sander Pkg. Co.	5	.....	611	.....
J. Schlacter's Sons	140	177	.....	117
J. & F. Schroth Pkg.	14	.....	3,635	.....
John F. Stegner	173	281	.....	61
Shippers	82	1,393	2,958	3,396
Others	973	542	295	804
Total	2,313	3,189	21,175	6,410

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended May 20, 1933, with comparisons:

## CATTLE.

	Week ended, May 20.	Prev. week, May 20.	Cor. week, 1932.
Chicago	34,853	36,978	35,340
Kansas City	19,402	17,027	12,793
Omaha	21,023	22,030	19,070
East St. Louis	10,650	8,958	11,494
St. Louis	448	706	.....
St. Joseph	5,691	5,937	6,199
Sioux City	11,442	11,718	7,792
Oklahoma City	2,576	2,793	2,197
Wichita	1,296	1,443	1,452
Denver	3,492	3,151	3,807
St. Paul	11,001	14,281	7,454
Milwaukee	3,042	4,802	2,602
Indianapolis	5,230	5,194	4,720
Cincinnati	2,313	2,684	2,760
Total	133,050	137,702	117,680

## HOGS.

	Week ended, May 20.	Prev. week, May 20.	Cor. week, 1932.
Chicago	61,544	64,816	62,020
Kansas City	27,537	28,330	28,144
Omaha	36,889	55,482	64,697
East St. Louis	76,668	69,069	68,407
St. Louis	7,425	6,091	.....
St. Joseph	18,964	24,936	24,696
Sioux City	19,280	37,511	28,287
Oklahoma City	11,996	15,205	8,910
Wichita	8,974	11,567	12,581
Denver	6,706	6,618	10,750
St. Paul	24,550	39,927	33,061
Milwaukee	8,190	9,265	8,300
Indianapolis	41,719	39,222	46,112
Cincinnati	21,175	23,081	20,204
Total	371,590	431,690	416,153

## SHEEP.

	Week ended, May 20.	Prev. week, May 20.	Cor. week, 1932.
Chicago	30,131	36,006	36,244
Kansas City	38,940	39,860	27,911
Omaha	37,535	40,889	26,653
East St. Louis	13,218	10,630	16,319
St. Louis	533	432	.....
St. Joseph	21,340	24,950	27,001
Sioux City	9,240	12,372	4,474
Oklahoma City	2,866	2,156	4,213
Wichita	1,588	4,281	2,136
Denver	20,752	32,079	34,793

St. Paul	5,327	4,642	4,971
Milwaukee	371	643	3,175
Indianapolis	4,800	7,052	603
Cincinnati	6,410	3,798	11,283
Total	201,761	220,729	190,786

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 15	13,824	1,002	37,506	14,279
Tues., May 16	6,329	2,634	16,327	9,555
Wed., May 17	8,297	2,418	20,362	8,012
Thurs., May 18	7,379	2,873	19,092	8,921
Fri., May 19	2,794	970	16,852	11,946
Sat., May 20	700	200	11,000	6,000
Total this week	39,323	10,062	122,139	58,713
Previous week	39,906	13,362	127,240	62,488
Year ago	36,587	8,673	114,841	70,063
Two years ago	43,943	12,401	118,282	64,048

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 15	4,059	1	1,065	1,197
Tues., May 16	1,617	2	1,174	718
Wed., May 17	2,462	2	6	322
Thurs., May 18	1,544	2	1,218	1,065
Fri., May 19	753	1	2,123	802
Sat., May 20	100	.....	200	500
Total this week	10,515	8	6,386	4,624
Previous week	11,517	5	6,891	9,075
Year ago	11,138	185	13,877	5,112
Two years ago	13,214	2	24,669	10,378

Total receipts for month and year to May 20, with comparisons:

	May 1933.	May 1932.	1933.	1932.
Cattle	119,576	112,308	683,242	704,498
Calves	34,778	26,520	100,668	107,694
Hogs	386,179	355,477	2,533,069	2,990,695
Sheep	185,092	197,062	1,475,943	1,573,581

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended May 20	\$ 5.75	\$ 5.05	\$ 2.50	\$ 6.75
Previous week	5.40	4.30	2.50	6.35
1932	6.00	3.30	1.60	5.25
1931	7.00	6.50	2.50	8.00
1930	11.00	10.05	5.00	9.85
1929	13.70	10.85	6.25	14.10
1928	13.50	9.05	8.20	15.70
Av. 1928-1932	\$10.20	\$ 8.05	\$ 4.70	\$10.50

## SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
*Week ended May 20....	28,800	115,800	54,100
Previous week .....	28,389	120,358	53,365
1932 .....	25,459	100,964	66,951
1931 .....	30,729	93,618	53,676
1930 .....	27,337	106,603	64,205
1929 .....	26,853	90,213	59,415
1928 .....	31,849	100,980	47,577



# Chicago Section

Thomas E. Wilson is making a special spring visit to his mountain ranch in New Mexico.

Fred Harrison, formerly with the Davidson Commission Co., and now a resident of Dallas, Tex., is visiting in Chicago.

John J. Dupps, jr., vice president of the Cincinnati Butchers' Supply Corp., Cincinnati, O., transacted business in Chicago this week.

Friends of "Salt" Williams will be sorry to learn that he is confined by serious illness to his home at 532 Sheridan Road, Chicago.

Fred Cowin, former general superintendent of the National Packing Co., has returned to Chicago after spending the winter in Mobile, Ala.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 16,266 cattle, 6,451 calves, 22,115 hogs, 16,801 sheep.

O. C. Willis, district manager of the Boston, Mass., branch house territory for Armour and Company, was a visitor at the general offices of the company this week.

Charles E. Herrick, president of the Brennan Packing Co., was the speaker at the luncheon meeting of the Export Managers' Club of Chicago on Thursday of this week.

W. E. Renfro, packinghouse veteran and Armour manager at St. Joseph, Mo., when he retired, has returned from his winter home at Long Beach, Calif., and is at the Oak Park Arms, Oak Park, Ill., for the summer.

Mary Louise Ulmer, daughter of the late Jacob S. Ulmer and sister of Julian Ulmer, of the Jacob Ulmer Packing Co., Pottsville, Pa., was married this week to Lincoln Ellsworth, famous North and South Pole explorer.

Time on the Armour radio hour on Friday of this week was donated by the company for a talk on the Century of Progress by Chicago's mayor, Edward J. Kelly. Mr. Kelly was introduced to the radio audience by president T. G. Lee of Armour and Company.

Provision shipments from Chicago for the week ended May 20, 1933, with comparisons, were as follows:

	Week May 20.	Previous week.	Same week, '32.
Cured meats, lbs. . . . .	22,382,000	19,490,000	16,030,000
Fresh meats, lbs. . . . .	43,298,000	40,817,000	37,393,000
Lard, lbs. . . . .	5,936,000	5,617,000	3,391,000

## CHICAGO PACKER PASSES.

Emmett Cavanaugh, president of the Progressive Packing Co., Chicago, who died suddenly on May 17, spent practically his entire business life in the meat packing industry.

Starting at the age of 12 as office boy with a law firm, he entered the meat packing industry at the age of 17 in the employ of Morris & Company. Later he went with Libby, McNeill & Libby in a clerical capacity. Seeking as much experience as possible, Mr. Cavanaugh then went to the Fulton Market, and later to Siegel-Hechinger, where he became general manager. He



HIS HEART IN THE GAME.

Emmett Cavanaugh, president of the Progressive Packing Co., Chicago, who died suddenly on May 17, spent his entire career in the meat packing industry, where he made a wide circle of friends.

later spent some time with the Illinois Packing Co. and the Chicago Packing Co.

Feeling that it was time to capitalize on his broad experience he became associated with Ira Lowenstein and H. E. Pearce in the Superior Pkg. Co. Maintaining his financial interest in this company, he started the Progressive Packing Co., which has been in active operation for five years and of which he was president at the time of his death.

Mr. Cavanaugh was an enthusiastic baseball fan, and a member of the Woodlawn Bards, a well known White Sox fan organization. He was a native

of Chicago and was 48 years of age at the time of his death. Surviving are his widow and one daughter.

## PACKERS FOSTER FARM CLUBS.

Prize trips to the 4-H club congress at Chicago held in conjunction with the International Livestock Exposition and to leading livestock shows of the country have been offered by Swift & Company to boys and girls engaged in livestock projects. Included in the offer are nine trips to the club congress and the International, December 1-9. These will go to the livestock and poultry champions in Georgia; calf or pig club champion of Iowa; livestock club champion of Kansas; baby beef champion of Missouri; pig club champion of Wisconsin; baby beef champion each in Illinois and Indiana and the livestock judging team of Nebraska.

Colorado's livestock champion will be awarded a trip to the National Western Stock Show at Denver; and the Texas champion to the Southwestern Live Stock Show at Fort Worth. Trips to the Pacific International Live Stock Exposition at Portland will be awarded to the Nevada livestock judging team, to the Idaho calf club champion and to the Colorado livestock club champion. Representatives of Swift & Company will be the hosts to these winners at the different points.

President Franklin D. Roosevelt has accepted honorary chairmanship of the National Committee on Boys and Girls Club Work through which these Swift prizes are offered. Thomas E. Wilson, president of Wilson & Co. and chairman of the National Committee, extended the invitation to Mr. Roosevelt to accept the position held by his two predecessors, Herbert Hoover and Calvin Coolidge.

## JACK KREY A BRIDEGROOM.

Jack Krey, son and right-hand man of the head of the Krey Packing Co., St. Louis, Mo., is to marry Miss Evelyn Dunsmoor at Glendale, Calif., on June 10. Jack is flying to California next week to get ready for the wedding. Papa Fred, Mrs. Krey and grandson Jack Stephens, jr., will drive to the coast for the wedding, Jack Stephens, sr., and the rest of the family going by train. Fred and Mrs. Krey will remain in California for the summer. Jack Krey and bride will make a honeymoon trip through the Panama Canal to New York, with a stop at Havana, returning via Chicago for the Century of Progress Exposition.



## PACKERS COMMISSION CO.

### SPECIALIZING IN DRESSED HOGS FROM THE HOG BELT

CHICAGO BOARD OF TRADE BLDG. : : Phone Webster 3113

**Menges & Mange, Inc.**  
EQUIPMENT SUPPLIES REFRIGERATION  
EVERYTHING FOR THE PACKER  
Successors To  
**BONNELL-TOHTZ CO.**  
1515 N. GRAND BLVD. ST. LOUIS, MO.

## GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,  
Hoof and Horn Meal

Chrysler Bldg., 405 Lexington Ave., New York City

## F. C. ROGERS, INC.

NINTH AND NOBLE STREETS  
PHILADELPHIA

## PROVISION BROKER

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange

### TO AID FOREIGN TRADE.

(Continued from page 14.)

to suggest. In some cases, cooperative or joint action may be needed.

Our foreign competitors are acting jointly in some lines, and American exporters may have to do the same thing in order to compete with them. In the case of Denmark, for example, exports of bacon to England are handled through one channel and under one brand only.

#### Lard Group Sets Example.

A group of American packers are trying the experiment of handling their lard exports to certain countries in a somewhat similar manner. This method of handling foreign business will have to be utilized more generally by American industry, and accompanied by some use of trade promotional methods which have been developed in this country to such a high degree and which lend themselves so well to cooperative undertakings.

It is possible that to achieve a maximum of success in the foreign field the different branches of our industries, and perhaps other agencies such as transportation, will have to participate in the cooperation. If we continue to produce exportable surpluses of agricultural products, then there will be necessity for cooperative endeavor in the main export markets. . . .

Everybody is trying these days to find out about this thing called inflation and how it affects him personally. The difficulty with most people is that they have a "Hard Money" background. They have always been used to the ups and downs of prices in terms of fixed and rigid money.

#### This Inflation Business.

"What is the price of money?" is sometimes asked, but the answer has been "That's absurd. Money is price."

As a matter of fact, money isn't price; it's a measure of price. What about "managed currency" and how we left the gold standard and why? To the outsider looking in, the dollar isn't a 100 cent dollar at all.

The Frenchman, for example, who is still on the gold standard, sees the dollar one day as an 86 cent dollar and the next as an 89 cent dollar. Our newspapers say that the pound, the franc, the lire and the zloty "went up" in foreign exchange. The European papers say the dollar "went down." So it depends on the point of view.

There hasn't been any real inflation yet. There has been great shouting on the stock exchanges and the boards of trade and quotations have skyrocketed, but all this has been only a curtain raiser. The brokers have been trying to guess what's going to happen. That is their method of making a living.

The actual change in our money system is that it has been unhooked from gold. There is still about the same amount of money outstanding as there was a month ago and about the same amount of gold behind it. However, the privilege of bringing in this paper money and exchanging it for gold has been suspended and also it has become impossible to withdraw gold for shipment abroad.

#### Effect on Foreign Trade.

The inflation bill would empower the President to do many things to the currency of the United States. He might practically double the amount of currency outstanding and he might also reduce the content of the gold dollar as much as 50%. It may not be the intention of the President to do these things. Such permission, however, is the weapon to use in the conferences with other nations now under way and with foreign trade as the ultimate object.

There are eleven different nations concerned. For several years practically every nation has been trying to lift itself out of its own depression by exporting more goods and importing less. There could be but one result—that foreign trade has been rapidly drying up.

At first high tariffs were employed to keep the goods from other nations out. Later European nations discovered that they could accomplish the same result much more easily and efficiently by cheapening their money. This not only excluded imports, but enabled such nations with their cheapened production costs to sell their goods inside the high tariff walls of nations that had remained on the gold standard.

It also afforded a very effective way of repudiating their national debts. A pound worth 4.86 in gold and that had thus been reduced to a pound worth \$3.40 in gold was a convenient way of paying a \$4.86 debt with an expenditure of only \$3.40. Germany wrote off her war-time borrowings by such inflation as resulted eventually in a mark being worth but one trillionth of a dollar. France hasn't gone so far but

she's been paying her own people with francs worth four cents that she borrowed at twenty cents. So if it is to be a currency depreciation race, the country with the cheapest money can produce goods cheapest and undersell competition in world markets.

#### Plays Havoc with Everything.

This fluctuation in money, however, plays havoc with banking, insurance, wages, and everything dependent upon stability. Unless foreign trade is to disappear almost entirely it seems essential that currencies be revalued by international agreement. Otherwise competitive cheapening of currencies would lead to chaos. Therefore it is easy to see how much depends on these international conferences.

Bargaining tariffs on a give and take basis seem to be necessary, and the only visible solution of that obstacle to foreign trade. As usual, however, the individual wishes to see such concessions made only on some other commodities than those which he produces or sells. Under such bargaining tariffs, quotas and exchange restrictions will of course practically disappear.

The promotion and obtaining of foreign trade is most emphatically dependent on transportation. Our merchant marine should be encouraged and continued. It is vital that we control our carrying facilities across the seas and this is most of all a matter of concern to our producers of agricultural commodities—the farmers. Time will tell how well or how poorly we learned our war-time lesson when we had such commodities piled up at our seaboard and were unable to make deliveries of them to our waiting customers abroad. Tramp ships of doubtful fitness and irregular in operation were a tremendous handicap and one that we should make every effort and provision to avoid in future.

#### MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended May 20, 1933:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....	128,700 lbs.	
Canada—Bacon .....	4,820 lbs.	
Canada—Pork cuts .....	200 lbs.	
Canada—Calf livers .....	720 lbs.	
Germany—Sausage .....	4,283 lbs.	
Germany—Ham .....	2,798 lbs.	
Holland—Sausage .....	13,658 lbs.	
Ireland—Bacon .....	2,442 lbs.	
Ireland—Ham .....	509 lbs.	
Italy—Sausage .....	2,633 lbs.	
Italy—Ham .....	189 lbs.	
Poland—Ham .....	8,976 lbs.	
Uruguay—Canned corned beef.....	133,984 lbs.	

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading Thursday,  
May 25, 1933.

### REGULAR HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
8-10	10 1/2	10	10 1/2
10-12	10 1/2	10	10 1/2
12-14	10 1/2	10	10 1/2
14-16	10 1/2	10	10 1/2
16-18	10 1/2	10	10 1/2
16-22 range	10 1/2	10	10 1/2

### BOILING HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
16-18	10 1/2	10	10 1/2
18-20	10 1/2	10	10 1/2
20-22	10 1/2	10	10 1/2
16-22 range	10 1/2	10	10 1/2

### SKINNED HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
10-12	11	10 1/2	10 1/2
12-14	11	10 1/2	10 1/2
14-16	11	10	10 1/2
16-18	10 1/2	10	10 1/2
18-20	10 1/2	10	10 1/2
20-22	9 1/2	9 1/2	10 1/2
22-24	8 1/2	8 1/2	10 1/2
24-26	8 1/2	8 1/2	10 1/2
26-30	7 1/2	8	10 1/2
30-35	7 1/2	7 1/2	10 1/2

### PICNICS.

	Green Standard.	Sweet Pickled Standard.	Sh. Shank.
4-6	6	5 1/2	6 1/2
6-8	5 1/2	5 1/2	6 1/2
8-10	5 1/2	5 1/2	6 1/2
10-12	5 1/2	5 1/2	6 1/2
12-14	5 1/2	5 1/2	6 1/2

### BELLIES.

	Green Sq. Sds.	Cured S. P. Dry Cured.
6-8	9 1/2	9 1/2
8-10	9 1/2	9 1/2
10-12	9 1/2	9 1/2
12-14	8 1/2	8 1/2
14-16	8 1/2	8 1/2
16-18	8	8 1/2

### D. S. BELLIES.

	Standard.	Fancy.	Rib.
14-16	7 1/2	7 1/2	7 1/2
16-18	7 1/2	7 1/2	7 1/2
18-20	7 1/2	7 1/2	7 1/2
20-25	7 1/2	7 1/2	7 1/2
25-30	7 1/2	7 1/2	7 1/2
30-35	7 1/2	7 1/2	7 1/2
35-40	7 1/2	7 1/2	7 1/2
40-50	7	7 1/2	7 1/2
50-60	7	7 1/2	7 1/2

### D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	5 1/2	5 1/2
10-12	5 1/2	5 1/2
12-14	5 1/2	5 1/2
14-16	5 1/2	5 1/2
16-18	5 1/2	5 1/2
18-20	5 1/2	5 1/2
20-25	5 1/2	5 1/2

### OTHER D. S. MEATS.

Extra Short Cans	35-45	7 1/2
Extra Short Ribs	35-45	7 1/2
Regular Plates	6-8	5 1/2
Clear Plates	4-6	5 1/2
Jowl Butts	4 1/2	5 1/2
Green Square Jowls	5 1/2	5 1/2
Green Rough Jowls	4 1/2	5 1/2

### LARD.

Prime Steam, cash	6.42 1/2
Prime Steam, loose	5.75
Refined, in export boxes—N. Y.	7.10
Neutral, in tierces	7.50
Raw Leaf	5.75

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## FUTURE PRICES.

SATURDAY, MAY 20, 1933.

	Open.	High.	Low.	Close.
LARD—				
May	6.22 1/2	6.27 1/2	6.17 1/2	6.25ax
July	6.50	6.50	6.25	6.35
Sept.	6.70-6.82 1/2	6.70	6.42 1/2	6.55ax
Oct.	6.62 1/2-6.65	6.65	6.45	6.52 1/2
Nov.				6.50ax
Dec.				6.25ax

### CLEAR BELLIES—

May	7.20	7.20	7.10	7.00m
July	7.20	7.20	7.10	7.17 1/2b
Sept.	7.50	7.50	7.40	7.50

MONDAY, MAY 22, 1933.

LARD—				
May	6.35	6.37 1/2	6.25	6.12 1/2n
July	6.55-6.57 1/2	6.57 1/2	6.40	6.25b
Sept.				6.40b
Oct.				6.45ax
Nov.				6.40ax
Dec.				6.25n

### CLEAR BELLIES—

May	7.30	7.30	7.15	7.00mx
July	7.62 1/2	7.62 1/2	7.47 1/2	7.15b
Sept.				7.47 1/2ax

TUESDAY, MAY 23, 1933.

LARD—				
May	6.30	6.40	6.30	6.40
July	6.42 1/2	6.60	6.42 1/2	6.52 1/2-6.50
Sept.	6.90-6.7 1/2	6.7 1/2	6.60	6.72 1/2ax
Oct.	6.70	6.72 1/2	6.67 1/2	6.70
Nov.				6.70n
Dec.	6.45			6.45

### CLEAR BELLIES—

May	7.30			7.00n
July	7.30			7.30
Sept.	7.60			7.60

WEDNESDAY, MAY 24, 1933.

LARD—				
May	6.72 1/2	6.77 1/2	6.62 1/2	6.50mx
July	6.95-97 1/2	6.97 1/2	6.75	6.62 1/2ax
Sept.	6.95-7.00	7.00	6.80	6.75b
Oct.				6.80ax
Nov.				6.80n
Dec.				6.55b

### CLEAR BELLIES—

May	7.15			7.15b
July	7.40	7.42 1/2	7.40	7.42 1/2b
Sept.	7.72 1/2	7.72 1/2	7.70	7.72 1/2

THURSDAY, MAY 25, 1933.

LARD—				
May	6.62 1/2	6.62 1/2	6.50	6.42 1/2ax
July	6.82 1/2	6.82 1/2	6.65	6.50-b
Sept.	6.77 1/2	6.77 1/2	6.65	6.65-b
Oct.	6.80	6.80	6.70	6.70ax
Nov.				6.70ax
Dec.	6.40			6.40

### CLEAR BELLIES—

May	7.30			7.15n
July	7.30			7.30b
Sept.	7.60			7.60b

FRIDAY, MAY 26, 1933.

LARD—				
May	6.50	6.60	6.50	6.45b
Sept.	6.70	6.70	6.70	6.60
Oct.	6.72	6.75	6.72	6.75b
Nov.				6.75n
Dec.	6.50	6.50	6.47	6.50b

### CLEAR BELLIES—

May				7.15n
July				7.30b
Sept.	7.60			7.60ax

Key: ax, asked; b, bid; n, nom.; —, split.

## ANIMAL OILS.

Prime edible lard oil	@ 9
Headlight burning oil	@ 8
Prime winterstrained	@ 7 3/4
Extra winterstrained	@ 7 1/2
Extra lard oil	@ 7 1/2
Extra No. 1 lard oil	@ 7
No. 1 lard oil	@ 6 3/4
No. 2 lard oil	@ 6 1/2
Acidless tallow oil	@ 6 1/2
20° C. T. Neatsfoot oil	@ 15 1/2
Pure neatsfoot	@ 12 1/2
Special neatsfoot	@ 7 1/2
Extra neatsfoot	@ 7 1/2
No. 1 neatsfoot	@ 7

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## COOPERAGE.

Ash pork barrels, black iron hoops	\$1.30 @ 1.32 1/2
Oak pork barrels, black iron hoops	1.35 @ 1.37 1/2
Ash pork barrels, galv. iron hoops	1.37 1/2 @ 1.40
Oak pork barrels, galv. iron hoops	1.42 1/2 @ 1.45
White oak ham tierces	2.05 @ 2.07 1/2
Red oak lard tierces	1.75 @ 1.77 1/2
White oak lard tierces	1.85 @ 1.87 1/2

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended May 20, 1933:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	May 20, 1933.	May 21, 1933.	May 13, 1933.	May 20, 1933.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,085	1,573	1,448	25,445
To Belgium	992	3	0	184
United Kingdom	22	1,485	1,355	22,148
Other Europe	67	65	53	319
Cuba	4	8	9	1,860
Other countries				

## BACON, INCLUDING CUMBERLANDS.

	May 20, 1933.	May 21, 1933.	May 13, 1933.	May 20, 1933.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	429	792	233	6,734
To Germany	13			819
United Kingdom	300	592	78	17,070
Other Europe	45	16	42	1,670
Cuba	60	181	70	1,750
Other countries	11	93	43	865

## PICKLED PORK.

	May 20, 1933.	May 21, 1933.	May 13, 1933.	May 20, 1933.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	161	213	124	4,562
To United Kingdom	3	44	3	342
Other Europe				3
Canada	80	150	20	601
Other countries	98	19	37	3,887

## LARD.

	May 20, 1933.	May 21, 1933.	May 13, 1933.	May 20, 1933.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	6,688	8,444	7,284	248,823
To Germany	657	1,441	1,478	65,700
Netherlands		665	201	15,046
United Kingdom	5,159	4,549	4,194	119,982
Other Europe	187	968	684	15,854
Cuba	450	301	153	4,804
Other countries	265	520	574	24,375

## TOTAL EXPORTS BY PORTS.

	May 20, 1933.	May 21, 1933.	May 13, 1933.	May 20, 1933.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,085	429	161	6,688
Boston				132
Detroit	845	56	23	2,418
Port Huron	70			40
Key West	67	30	62	390
New Orleans	3	30	36	242
New York	94	313		2,140
Baltimore				128
Mobile				67

## DESTINATION OF EXPORTS.

	May 20, 1933.	May 21, 1933.	May 13, 1933.	May 20, 1933.
	M lbs.	M lbs.	M lbs.	M lbs.
Exported to:				
United Kingdom (total)	992	3	0	184
Liverpool				386
London				314
Manchester				16
Glasgow				42
Other United Kingdom				234

	May 20, 1933.	May 21, 1933.	May 13, 1933.	May 20, 1933.
	M lbs.	M lbs.	M lbs.	M lbs.
Exported to:				
Germany (total)				637
Hamburg				630
Other				7

\*Corrected to April 30, 1933, to include all ports.  
†Exports to Europe only.

## CURING MATERIALS.

	May 20, 1933.	May 21, 1933.	May 13, 1933.	May 20, 1933.
	Bbls.	Bbls.	Bbls.	Bbls.
Nitrite of soda, 1 c. l. Chicago	8.10			
(For quantities of from 1 to 4 bbls.)				
(For larger quantities, \$8.95 del.)				
Salt peter, 25 bbl. lots, f.o.b. N. Y.				
Bbl. refined granulated	6 1/4	6 1/4	6 1/4	6 1/4
Small crystals	7 1/2	7 1/2	7 1/2	7 1/2
Medium crystals	7 1/2	7 1/2	7 1/2	7 1/2
Large crystals	8	8	8	8
Bbl. refd. gran. nitrate of soda	3 1/2	3 1/2	3 1/2	3 1/2
Less than 25 bbl. lots, 1/2 more.				

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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.		Cor. week.	
Week ended, May 24, 1933.		1933.	
Prime native steers—			
400-600	11 1/4 @ 12 1/2	12 1/4 @ 12 1/2	
600-800	11 1/4 @ 12 1/2	12 1/4 @ 12 1/2	
800-1000	9 @ 9 1/2	12 @ 12 1/2	
Good native steers—			
400-600	9 1/4 @ 10 1/4	11 @ 11 1/2	
600-800	9 @ 9 1/2	11 @ 12	
800-1000	8 @ 8 1/2	11 @ 12	
Medium steers—			
400-600	9 @ 9 1/2	10 @ 11	
600-800	8 1/4 @ 9 1/2	10 @ 11	
800-1000	8 @ 8 1/2	10 1/2 @ 11	
Hefers, good, 400-600	9 @ 11	10 1/4 @ 11 1/4	
Cows, 400-600	8 @ 8 1/2	7 @ 8 1/2	
Hind quarters, choice	@ 15 1/4	@ 18	
Fore quarters, choice	@ 9	@ 8 1/2	

## Beef Cuts.

Steer loins, prime	@ 20	@ 20
Steer loins, No. 1	@ 17	@ 28
Steer loins, No. 2	@ 16	@ 22
Steer short loins, prime	@ 25	@ 40
Steer short loins, No. 1	@ 21	@ 38
Steer short loins, No. 2	@ 20	@ 29
Steer loin ends (hips)	@ 14	@ 17
Steer loin ends, No. 2	@ 13	@ 18
Cow loins, No. 1	@ 15	@ 17
Cow loin ends (hips)	@ 11	@ 14
Steer ribs, prime	@ 16	@ 17
Steer ribs, No. 1	@ 14	@ 15
Steer ribs, No. 2	@ 12	@ 14
Cow ribs, No. 2	@ 7 1/2	@ 12
Steer chucks, No. 1	@ 7	@ 10
Steer rounds, prime	@ 11	@ 14
Steer rounds, No. 1	@ 11	@ 12 1/2
Steer rounds, No. 2	@ 10 1/4	@ 12 1/4
Steer chucks, prime	@ 7 1/2	@ 9
Steer chucks, No. 1	@ 6	@ 8
Steer chucks, No. 2	@ 7 1/2	@ 7 1/2
Cow rounds	@ 8	@ 10 1/2
Cow chucks	@ 7	@ 7
Steer plates	@ 10 1/2	@ 6 1/2
Medium plates	@ 10	@ 6
Briskets, No. 1	@ 11	@ 10 1/4
Steer navel ends	@ 3 1/2	@ 3 1/2
Cow navel ends	@ 3 1/2	@ 3 1/2
Fore shanks	@ 6	@ 6
Hind shanks	@ 4	@ 4
Strip loins, No. 1, bbls.	@ 32	@ 35
Strip loins, No. 2	@ 32	@ 43
Steer loins, No. 1	@ 18	@ 25
Steer loins, No. 2	@ 15	@ 17
Beef tenderloins, No. 1	@ 45	@ 60
Beef tenderloins, No. 2	@ 40	@ 50
Briskets, No. 1	@ 15	@ 16
Flank steaks	@ 14	@ 14
Shoulder clods	@ 9	@ 9
Hanging tenderloins	@ 5 1/2	@ 8
Insides, green, 668 lbs.	@ 11	@ 14
Outsides, green, 569 lbs.	@ 10	@ 7 1/2
Knuckles, green, 566 lbs.	@ 10	@ 9

## Beef Products.

Brains (per lb.)	@ 6	@ 5
Hearts	@ 5	@ 3 1/2
Tongues	@ 14 1/2	@ 14 1/2
Sweetbreads	@ 15	@ 17
Ox-tail, per lb.	@ 7	@ 5
Fresh tripe, plain	@ 4	@ 4
Fresh tripe, H. C.	@ 8	@ 8
Livers	@ 14	@ 17
Kidneys, per lb.	@ 8	@ 11

## Veal.

Choice carcass	9 @ 10	9 @ 10
Good carcass	8 @ 9	7 @ 8
Good saddles	12 @ 13	13 @ 14
Good racks	6 @ 8	7 @ 8
Medium racks	@ 5	5 @ 6

## Veal Products.

Brains, each	@ 8	@ 6
Sweetbreads	@ 25	@ 47
Calf livers	@ 30	@ 45

## Lamb.

Choice lambs	@ 14	@ 16
Medium lambs	@ 12	@ 14
Choice saddles	@ 16	@ 20
Medium saddles	@ 15	@ 18
Choice furs	@ 11	@ 12
Medium furs	@ 10	@ 10
Lamb fries, per lb.	@ 25	@ 25
Lamb tongues, per lb.	@ 9	@ 10
Lamb kidneys, per lb.	@ 25	@ 20

## Mutton.

Heavy sheep	@ 4	@ 4
Light sheep	@ 6	@ 7
Heavy saddles	@ 6	@ 6
Light saddles	@ 8	@ 8
Heavy furs	@ 8	@ 8
Light furs	@ 5	@ 5
Mutton legs	@ 10	@ 12
Mutton loins	@ 8	@ 7
Mutton stew	@ 3	@ 3
Sheep tongues, per lb.	@ 9	@ 10
Sheep heads, each	@ 10	@ 8

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 10	@ 10
Picnic shoulders	@ 6 1/2	@ 6
Skinned shoulders	@ 6 1/2	@ 6
Tenderloins	@ 22	@ 25
Spare ribs	@ 4 1/2	@ 4 1/2
Back fat	@ 7	@ 5
Boston butts	@ 8	@ 7 1/2
Boneless butts, cellar trim,		
2@4	@ 11	@ 10
Hocks	@ 5	@ 5
Tails	@ 4 1/2	@ 5
Slip bones	@ 4	@ 2
Blade bones	@ 6	@ 5
Pigs' feet	@ 2 1/2	@ 3
Kidneys, per lb.	@ 4 1/2	@ 5
Livers	@ 4	@ 3 1/2
Brains	@ 4	@ 4
Ears	@ 4	@ 4 1/2
Snouts	@ 4	@ 5
Heads	@ 4 1/2	@ 5

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 17 1/2	
Country style sausage, fresh in link	@ 14 1/2	
Country style pork sausage, smoked	@ 11 1/2	
Frankfurts in sheep casings	@ 17 1/2	
Frankfurts in hog casings	@ 16	
Bologna in beef bungs, choice	@ 13	
Bologna in beef middles, choice	@ 14	
Liver sausage in beef rounds	@ 13	
Smoked liver sausage in hog bungs	@ 16	
Liver sausage in hog bungs	@ 15	
Head cheese	@ 12	
New England luncheon specialty	@ 17	
Mixed luncheon specialty, choice	@ 15	
Tongue sausage	@ 22	
Blood sausage	@ 14	
Souse	@ 15	
Polish sausage	@ 13	

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	@ 32	
Thuringer cervelat	@ 15	
Farmer	@ 18	
Holsteiner	@ 21	
B. C. salami, choice	@ 31	
Milano salami, choice, in hog bungs	@ 30	
B. C. salami, new condition	@ 15	
Prisces, choice, in hog middles	@ 26	
Genoa style salami	@ 34	
Pepperoni	@ 24	
Mortadella, new condition	@ 14	
Capicola	@ 31	
Italian style hams	@ 26	
Virginia hams	@ 26	

## SAUSAGE MATERIALS.

Regular pork trimmings	4 1/2 @ 4 1/2	
Special lean pork trimmings	@ 7	
Extra lean pork trimmings	7 1/2 @ 8	
Pork cheek meat	@ 5	
Pork hearts	@ 3 1/2	
Pork livers	@ 8	
Native boneless bull meat (heavy)	@ 6 1/2	
Boneless chuck	@ 6 1/2	
Shank meat	@ 6 1/2	
Beef trimmings	@ 6	
Beef cheeks (trimmed)	@ 5 1/2	
Dressed canners, 350 lbs. and up	@ 5 1/2	
Dressed cutter cows, 400 lbs. and up	@ 5 1/2	
Dr. bologna, 600 lbs. and up	@ 4 1/2	
Beef tripe	@ 2 1/2	
Pork tongues, canner trim, S. P.	@ 8 1/2	

## SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:		
Domestic rounds, 180 pack	.27	
Domestic rounds, 140 pack	.35	
Export rounds, wide	.45	
Export rounds, medium	.35	
Export rounds, narrow	.40	
No. 1 weasands	.12	
No. 2 weasands	.06 1/2	
No. 1 bungs	.12 1/2 @ 14	
No. 2 bungs	.12 @ 14	
Middles, regular	.12 @ 14	
Middles, select wide, 2 1/2 in. diam.	.140	
Middles, select, extra wide, 2 1/2 in. and over	.210	
Dried bladders:		
12-15 in. wide, flat	.90	
10-12 in. wide, flat	.80	
8-10 in. wide, flat	.40	
6-8 in. wide, flat	.30 @ 35	
Hog casings:		
Narrow, per 100 yds.	1.65	
Narrow, special, per 100 yds.	1.85	
Medium, regular	1.00	
Wide, per 100 yds.	.65	
Extra wide, per 100 yds.	.75	
Export bungs	.21	
Large prime bungs	.19	
Medium prime bungs	.11	
Small prime bungs	.6 @ 7	
Middles, per set	.20	
Stomachs	.08	

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—

Small tins, 2 to crate	..\$4.75
Large tins, 1 to crate	..5.60
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	..5.75
Large tins, 1 to crate	..6.60
Smoked link sausage in hog casings—	
Small tins, 2 to crate	..5.00
Large tins, 1 to crate	..5.75

## DRY SALT MEATS.

Clear bellies, 18@20 lbs.	@ 7 1/2
Clear bellies, 14@16 lbs.	@ 7 1/2
Rib bellies, 25@30 lbs.	@ 7 1/2
Fat backs, 10@12 lbs.	@ 5 1/2
Fat backs, 14@16 lbs.	@ 5 1/2
Regular plates	@ 5 1/2
Butts	@ 4 1/2

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@ 14 1/2
Fancy skl. hams, 14@16 lbs.	@ 15 1/2
Standard reg. hams, 14@16 lbs.	@ 13 1/2
Picnics, 4@8 lbs.	@ 9 1/2
Fancy bacon, 6@8 lbs.	@ 16 1/4
Standard bacon, 6@8 lbs.	@ 15
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	@ 25
Outsides, 5@9 lbs.	@ 20
Knuckles, 5@9 lbs.	@ 26
Cooked hams, choice, skin on, fattened	@ 19 1/4
Cooked hams, choice, skinless, fattened	@ 20
Cooked picnics, skin on, fattened	@ 19 1/4
Cooked picnics, skinless, fattened	@ 14 1/2
Cooked loin roll, smoked	@ 26

## BARRELED PORK AND BEEF.

Mess pork, regular	@ 18.00
Family back pork, 24 to 34 pieces	@ 16.00
Family back pork, 35 to 45 pieces	@ 16.00
Clear back pork, 40 to 50 pieces	@ 14.00
Clear plate pork, 25 to 35 pieces	@ 13.00
Brisket pork	@ 14.50
Bean pork	@ 12.00
Plate beef	@ 13.00
Extra plate beef, 200 lb. bbl.	@ 14.00

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	..\$12.00
Honeycomb tripe, 200-lb. bbl.	..15.00
Pocket honeycomb tripe, 200-lb. bbl.	..17.00
Pork feet, 200-lb. bbl.	..15.25
Pork tongues, 200-lb. bbl.	..35.00
Lamb tongues, short cut, 200-lb. bbl.	..35.00

## OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 11
Nat. 1-lb. cartons, f.o.b. Chicago	@ 9
Pastry, 60-lb. tubs, f.o.b. Chicago	@ 11

## LARD.

Prime steam, cash	@ 6.42
Prime steam, loose	@ 5.75
Refined lard, tierces, f.o.b. Chicago	@ 7 1/2
Kettle rendered, tierces, f.o.b. Chgo.	@ 8
Leaf kettle rendered, tierces, f.o.b. Chicago	@ 8 1/2
Neutral, in tierces, f.o.b. Chicago	@ 8
Compound, vegetable, tierces, c.a.f.	@ 7 1/2

## OLEO OIL AND STEARINE.

Extra oleo oil	@ 5 1/2
Prime No. 1 oleo oil	@ 5
Prime No. 2 oleo oil	@ 4 1/2
Prime No. 3 oleo oil	@ 3 1/2
Prime oleo stearine, edible	4 1/2 @ 5

## TALLOW AND GREASES.

(In Tank Cars or Drums.)

Edible, tallow, under 1% acid, 45 titre	4 1/2 @ 4 1/2
Prime packers' tallow, f.o.b. Chicago	4 @ 4 1/2
No. 1 tallow, 10% f.f.a., f.o.b. Chicago	3 1/2 @ 4
No. 2 tallow, 40% f.f.a., f.o.b. Chicago	3 1/4 @ 3 1/2
Choice white grease	4 1/2 @ 4 1/2
A-White grease	3 1/2 @ 4
B-White grease, maximum 5% acid	3 1/2 @ 3 1/2
Yellow grease, 10@15%	3 1/2 @ 3 1/2
Brown grease, 40% f.f.a.	3 @ 3 1/2

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley points, prompt	4 1/2 @ 4 1/2
White, deodorized, in bbls., f.o.b. Chgo.	7 @ 7 1/2
Yellow, deodorized	7 @ 7 1/2
Soap stock, 60% f.f.a., f.o.b.	@ 1
Corn oil, in tanks f.o.b. mills	4 1/2 @ 4 1/2
Soya bean oil, f.o.b. mills	4.9 @ 5.0
Cocoonut oil, seller's tanks, f.o.b. coast	3 1/2 @ 3 1/2
Refined in bbls., f.o.b. Chicago	6 1/2 @ 6 1/2

# Retail Section

## To Win the Customer

### Human Relationship Important In Successful Meat Retailing

If the retail meat merchant is to succeed he must observe the general broad principles of good business—that which will attract customers and make profits.

These include a neat and attractive store, good product sold at a reasonable price, good service and courtesy, and all the other things generally accepted as necessary.

But these things, while necessary, are in large measure impersonal, as one dealer points out.

The customer notices and appreciates them, but often in an unconscious way. They are a part of the up-to-date food store of today and are expected.

If they were not present they would be missed, and no doubt the business would suffer as a result, but success in a large measure cannot be built on them entirely.

### Based on Human Nature

There must also be a clear policy based on well-known laws of psychology and more than just casual business relationship between the store and its customers, if the business is to grow and prosper in this era of what is probably the keenest competition ever seen in retail business.

"I drive several blocks out of my way," this same retailer said, "to buy gas at a certain filling station. There is no need for me to do this. I could buy the same gas with less inconvenience. Other retailers do the same thing. There is a reason. This experience illustrates the point I am trying to make—that there must be in business, particularly a retail business, something more than a performance of service, even if the service is rendered under the most approved conditions.

### "Add To" Plan Builds Good Will.

"One of my young children always insists on going to a certain store for her candy purchases. She likes a certain clerk there; furthermore she thinks he gives her a little more than her money's worth. What that clerk does is simply to 'add to' instead of 'take away.'

"As most retailers should know there is a big difference in the impression

that is made on the customer in each case. For instance a customer asks for a pound of sausage meat. In one case the dealer can put more than a pound on the scale and take off until the proper weight is reached. This is what I call the 'take off' method. It results in making the housewife feel that she is getting a little less than she pays for.

"It is the better plan to put somewhat less than a pound on the scales and to add to until the weight is correct. This creates a feeling on the part of the customer that she is getting more than she really expected. This is the 'add to' method. And there is a big difference in the way the housewife feels about it.

### Must Sell More Than Meat.

"I know a retailer who seldom sells out of his display case. When a housewife asks for a particular product displayed he often takes out the particular cut, looks at it and puts it back with the remark, 'I think we have a little better piece in the ice box.' Naturally the housewife is gratified that the dealer is taking more than the usual interest in her. The result is that she favors him with her business.

"In another store it is the fixed policy to try to determine the reason why a new customer is gained. If she comes on the recommendation of an older customer the latter always is thanked either verbally or by letter.

"Most retailers are complaining today of a high percentage of customer turnover. It is a result of the times, I believe, and a growing and mistaken

belief that price and service are the only things in which the customer is interested. The human relationship between the store and its customers is largely disappearing.

"I always have believed that we meat retailers must sell something more than meat. We must sell quality meat, of course, but with each sale must go a quality of service and personal attention that will develop good will and build up confidence.

"Price appeal has been sadly overworked and does not have the power it popularly is supposed to have. Even those who have used it extensively in the past admit this. Today more stress is being put on service than ever before. Eventually, I believe, we will take the next step—attempt to bind our customers to us by being natural and human and treating them as human beings who differ in no respects from ourselves.

### Why Dealers Get Nowhere.

"Some retailers, I fear, have a long way to go. Some are not even yet in a position to render quality service. There are too many retail meat stores that are not clean and attractive. There are too many with no display or poor display. In some the windows resemble those of second-hand shops. We still find store owners and men behind the counters who are untidy in appearance, indifferent in manner and lacking in understanding of the real principles of selling.

"It is these dealers who, when competition across the street walks away



ABILITY TO WIN CUSTOMER CONFIDENCE IS SALES ASSET.

Cleanliness, courtesy and good service in the retail meat store are not unusual. The housewife expects them and would not trade where they were lacking. But more than these are necessary to build a successful business these days, one retailer thinks. There must also be the ability to build a friendly relationship between the store staff and customers and to create conditions that will make customers walk out of their way to trade at the particular store.

with a good proportion of their business complain, 'It's because his prices are lower.' Or they may say, 'It's just my luck.'

"If they would walk across the street, go into the other store and look around they would find that it wasn't luck or low prices that made the other store a success. It was something the first retailer did not have in his store—cleanliness, attractiveness, service, courtesy and an understanding of human nature."

#### RETAILERS MEET IN CHICAGO.

Large attendance is anticipated at the four-day annual convention of the National Association of Retail Meat Dealers, to be held at the Congress Hotel, Chicago, on June 12 to 15. Some aspects of the meat industry will be presented by Harold H. Swift, vice president of Swift & Company. Sleeter Bull, of the University of Illinois, will tell the retailers something of the meat business on the Equator. President William B. Margerum will outline to those assembled values of their trade association. These are only a few of the interesting addresses that will be given during the course of the convention.

Business sessions will be held on Tuesday, Wednesday morning and all day Thursday, with Monday's sessions open meetings. Wednesday will be "Meat Retailers' Day" at A Century of Progress, and Chicago retail meat markets are urged to close at noon on that day. T-Boners will be the hosts on Tuesday evening at a banquet where choice steaks are served. At luncheon on Wednesday the Chicago Butchers' Calfskin Association will be hosts. The grand banquet closing the convention will be presided over by Oscar G. Mayer, president of Oscar Mayer & Company, Inc., as toastmaster, with the entertainment for the evening provided by Armour and Company.

#### COLLIER'S TELLS MEAT STORY.

In a recent issue of Collier's magazine a well-known New York physician presents in an interesting manner the reasons why people should eat meat, and derides the food fads and the dietitians who recommend meatless diets.

Dr. Arthur F. Kraetzer, who wrote the article, recommends the inclusion of generous amounts of meat in the diet. He also states emphatically that the human body needs meat, and that nothing will take the place of the protein such as meat supplies. He tells of an Irishman who came to him in a run-down condition. The doctor made extensive X-ray and other examinations, but could find nothing wrong with

### Retail Pricing Charts

Charts enabling meat retailers to figure prices on different cuts of beef from the carcass, prepared by A. T. Edinger of the U. S. Bureau of Agricultural Economics, were printed by THE NATIONAL PROVISIONER in its issues of December 24, 1932, and January 7, 1933, accompanied by diagrams of the various cuts.

Copies of these charts—either Chicago or New York method of cutting—may be obtained for 5c each upon application to The National Provisioner, 407 S. Dearborn st., Chicago. Special prices for quantities upon application.

his patient. Pat then remarked that for the past year he had been very careful of his diet.

"Now, that was bad!" continues the physician. "As soon as your average American begins to be careful of his diet there are gas pains ahead!"

"Pat told me that about a year before he had begun to feel out of sorts. 'Meat!' cried his friends. 'Cut out meat. Take raw foods, fruits and nuts, and lots of vegetables.'"

"So he began to eat nothing but rabbit food. He, a carnivorous animal, a flesh-eating mammal whose impoverished blood and wasting sinews cried for great juicy steaks, prime fish, and other vehicles of honorable proteins!"

"Get out of here," I ordered, "to the nearest restaurant as quickly as you can, and buy yourself a thick beefsteak, with bacon on the side, and some peas and string beans or other tender cooked vegetables. No desserts, but take a couple of mugs of coffee, with cream, but no sugar. Meat three times a day for you from now on, with all the

fish and eggs you want by way of diversion and variety. Remember, it is written in Scriptures that 'strong meat belongeth to them that are of full age.' And just before he turned to go I quoted Lord Byron's Don Juan to him:

Man is a carnivorous production—  
He cannot live, like woodcocks, upon suction,  
But, like the shark and tiger, must have prey;  
Although his anatomical construction  
Bears vegetables, in a grumbling way,  
Your laboring people think, beyond all question,  
Beef, veal, and mutton better for digestion.

"Being an Irishman, he did not like fish, so he took my instructions as an alibi to eat meat on Fridays. What penalty he may have to pay for that in the hereafter I do not know, but he received a rather immediate worldly reward in the form of ten pounds of increased weight within two weeks."

This article has been reprinted by permission by the Institute of American Meat Packers in an attractive sixteen-page booklet, in a size that fits nicely into a No. 6 envelope. The name and address of the user can be imprinted on the front of the booklet. Anyone interested in purchasing these booklets can obtain information about them from the Institute's Department of Public Relations and Trade.

#### NEWS OF THE RETAILERS.

L. F. Nisson has engaged in the retail meat business in Maynard, Ia.

Sam Cohen is planning to open a meat market at 1517 West North ave., Milwaukee, Wis.

A retail meat store will be opened at Scottsbluff, Neb., by Harry Sedman.

Francis Bassett has applied for a license to conduct a retail meat business at 1624 Jefferson st., Northeast, Minneapolis, Minn.

Guy Larson has engaged in the retail meat business in Litchfield, Minn.

Theodore Kaiser and Frank Kambic have formed a partnership and have engaged in the retail meat business in Rugby, N. D.

The meat market owned by Walter and Edward Solseth in Mora, Minn., has been sold to Gordon Mork and H. W. Berge.

K. E. Sletten has bought the retail meat business of M. N. Gorder, Elbow Lake, Minn.

A. E. Holtberg has engaged in the retail meat business in Hancock, Minn.

Wabash Meat Market has opened for business at 802 Wabash ave., Terre Haute, Ind. The business is owned by William N. Rogers and Harry Lee.

Russell Stenger has opened a retail meat and grocery business on East Washington st., Huntington, Ind.

S. & W. Meat Markets, 2302 Milwaukee ave., Chicago, Ill., have been incorporated with a capital of \$10,000 by Victor Wilner, Louis Schlesinger and W. Loherty. The company will operate retail meat markets and deal in dairy products.

Al Zahner and Carl Krepsky have purchased Luedke's retail meat market at North 11th st. and Lincoln ave., Sheboygan, Wis.

Another meat market has been added to Milwaukee, Wis. Frank Augustine is the proprietor of the new business at 3795 N. Green Bay ave.

Dan Bennett has purchased the Dusbek meat market at Northfield, Minn.

### Retail Meat Prices

Average of semi-monthly prices<sup>1</sup> at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

	NEW YORK.			CHICAGO.		
	May 15, 1933.	May 10, 1932.	May 15, 1931.	May 15, 1933.	May 10, 1932.	May 15, 1931.
<b>Beef.</b>						
Porterhouse steak...	.35	.45	.44	.30	.36	.38
Sirloin steak .....	.29	.30	.28	.25	.30	.34
Round steak .....	.28	.35	.36	.22	.27	.33
Rib roast, 1st 6 cuts	.23	.30	.32	.20	.25	.22
Chuck roast .....	.15	.19	.22	.14	.17	.18
Plate beef .....	.08	.11	.15	.09	.10	.10
<b>Lamb.</b>						
Legs .....	.20	.25	.28	.20	.24	.22
Loin chops .....	.34	.43	.45	.28	.35	.35
Rib chops .....	.25	.32	.38	.23	.30	.35
Stewing .....	.08	.11	.12	.10	.13	.14
<b>Pork.</b>						
Chops, center cuts...	.21	.25	.30	.19	.22	.31
Bacon, strips .....	.20	.25	.32	.19	.16	...
Bacon, sliced .....	.24	.29	.33	.24	.23	...
Hams, whole .....	.17	.21	.24	.15	.16	.20
Picnics, smoked .....	.12	.12	.15	.10	.11	.12
Lard .....	.10	.13	.11	.08	.07	.11
<b>Veal.</b>						
Cutlets .....	.33	.41	.50	.27	.34	.36
Loin chops .....	.27	.34	.40	.22	.27	.36
Rib chops .....	.22	.27	.40	.19	.23	.32
Stewing (breast) .....	.10	.13	.18	.09	.10	.13

<sup>1</sup>Based on mean of range quotations prior to October 15, 1931, for New York and to February 15, 1932, for Chicago. Subsequently on simple average of quotations received, all grades pork and good grade other meats.



## AMONG NEW YORK RETAILERS.

President C. Stein presided at the meeting of Eastern District Branch in Schwaben Hall, Tuesday of this week. Entertainment committee advised that plans were progressing for an outing, and while definite arrangements had not been made, it was intimated that a real old-fashioned picnic would be held early in the fall. The Sunday Law Committee, in charge of A. P. Hickman, reported they had been successful in securing the conviction of a Sabbath law violator. The members were also apprised of a bus ride, as guests of the Hill Company to visit their plant at Trenton, June 4. Reservations will be made only after acceptance of invitation, and there will be no room for late comers. Joseph Allgeyer was proposed to membership by Frank Stubig.

At a director's meeting of the state association last Thursday, it was decided the annual convention will be

held in the Hotel Astor, New York City, this year. Sessions will open promptly at 10:00 a.m., Monday, June 5, and continue until all business has been finished.

The last social of the season for the Ladies' Auxiliary was held Monday of this week at the Paradise Night Club in New York City. Members and friends enjoyed the supper and midnight showing of a spectacular review.

## NEW PRODUCTS BUILD TRADE.

(Continued from page 12.)

Frankfurt and bologna can profitably be put on the market. I know several packers who are specializing in these meats with very good results. They sell above the market and are preferred by many consumers.

Tongue loaves of one kind and another offer opportunities for the ingeni-

ous sausage maker. New combinations of meat and vegetable loaves are other possibilities.

And, by the way, the addition of a vegetable to a meat loaf will increase the quantity of the product any one person will consume. Vegetables are cheap and the product can be made a popular one with the proper presentation.

I recently had a long talk with a wise old packer—one who has grown gray in the game—on the subject of new products, better merchandising and the profits to be made by doing something new or doing old things in new ways.

"I do not know whether or not you have noticed any general trend toward specialization in meat products," he said, "but it appears to have set in definitely in my territory. Whether it will be permanent remains to be seen, but I see some chance that it may."

"Economic conditions have been responsible. Some sausage makers without jobs and no prospects of getting one have started in for themselves. As a rule they specialize in a few products, and by giving them a great deal of personal attention are producing excellent results. They merchandise aggressively and intelligently and are offering competition difficult for the packer to meet."

"One is making an excellent country-style sausage. The meat is coarse-cut with a rocker, and contains a very large proportion of lean. It is being sold stuffed or unstuffed, smoked or fresh. Very attractive 1-lb. cartons are used."

"This man is not only a good sausage maker, but a clever merchandiser."

"He is not depending entirely on the retailer to sell his product, but is building up demand by appealing directly to the consumer. He will sell no retailer who will not pass the product on at a fair profit and no store is sold more than it can resell each day. This sausage maker visualizes the psychological effect on the consumer when the retailer tells her he is sold out."

"This sort of merchandising is difficult for the general packer to meet successfully. In our case we have lost considerable business to this sausage maker."

"Another former plant employee is specializing in meat loaves. He is producing several kinds and varieties. From the standpoint of quality they are excellent, and they are packaged and offered for sale in a very attractive manner. He specializes on the delicatessen trade, and about has it in his bag. He is not selling to retail stores."

"This matter of specialization is one which may become much more of a factor in the meat business than now is generally apparent. But do not the packers invite this competition by not living up to opportunities?"

"The most difficult task I have is to convince my business associates that a profit should be welcomed, regardless of whether it is made on a baked ham, a meat loaf or a beef carcass."

"I sometimes think meat men are slow to recognize the changes that affect our business. We of the old school are sold on the idea of large volume. I think we may have to give less attention to turning out large volume and concentrate more on making better profits. We should take advantage of opportunities as they present themselves."

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 25, 1933:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS (1) (300-500 LBS.):				
Choice	\$10.00@11.00		\$10.00@11.00	
Good	9.00@10.00		9.00@10.00	
Medium	8.00@ 9.00		8.00@ 9.00	
Common	7.50@ 8.00			
STEERS (500-600 LBS.):				
Choice	10.00@11.00		10.00@11.00	10.50@11.50
Good	9.00@10.00		9.00@10.00	9.50@10.50
Medium	8.00@ 9.00		8.00@ 9.00	8.00@ 9.00
Common	7.50@ 8.00			7.00@ 8.00
STEERS (600-700 LBS.):				
Choice	10.00@11.00		10.00@11.00	10.00@11.00
Good	8.50@10.00		9.00@10.00	9.00@10.00
Medium	7.50@ 8.50	7.00@ 8.00	8.00@ 9.00	8.00@ 9.00
STEERS (700 LBS. UP):				
Choice	9.50@10.50	9.00@10.00	10.00@10.50	9.00@10.00
Good	8.50@ 9.50	8.00@ 9.00	9.00@10.00	9.50@10.00
COWS:				
Good	7.50@ 8.00	7.00@ 7.50	8.00@ 8.50	7.50@ 8.00
Medium	6.50@ 7.50	6.50@ 7.00	7.50@ 8.00	7.00@ 7.50
Common	6.00@ 7.00	6.00@ 6.50	6.50@ 7.50	6.50@ 7.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	9.00@11.00	9.00@10.00	9.00@11.00	9.00@10.00
Good	8.00@ 9.50	8.00@ 9.00	8.00@ 9.00	8.00@ 9.00
Medium	6.00@ 8.00	6.00@ 8.00	7.00@ 8.00	7.00@ 8.00
Common	5.00@ 6.00	5.00@ 6.00	6.00@ 7.00	6.00@ 7.00
Fresh Lamb and Mutton:				
SPRING LAMB:				
Choice	14.00@15.00	14.50@16.00	15.00@16.00	15.00@16.00
Good	13.00@14.50	13.00@14.50	14.00@15.00	14.00@15.00
Medium	12.00@13.50	11.50@13.00	12.50@14.00	12.00@14.00
LAMB (38 LBS. DOWN):				
Choice	12.50@13.50	13.00@14.00	14.00@14.50	13.00@14.00
Good	11.50@13.00	12.00@13.00	13.50@14.00	12.00@13.00
Medium	10.00@11.50	10.50@12.00	12.00@13.50	11.00@12.00
Common	8.00@10.00	9.00@10.50	10.00@12.00	
LAMB (39-45 LBS.):				
Choice	12.00@13.00	13.00@14.00	13.50@14.00	12.50@13.50
Good	11.50@12.50	12.00@13.00	13.00@13.50	12.00@13.00
Medium	10.00@11.00	10.50@12.00	11.00@13.00	11.00@12.00
Common	8.00@10.00	9.00@10.50	10.00@11.00	
LAMB (46-55 LBS.):				
Choice	11.50@12.50	11.50@13.00	12.50@13.00	12.00@13.00
Good	10.50@11.50	11.00@12.50	12.00@12.50	11.50@12.50
MUTTON (EWE) 70 LBS. DOWN:				
Good	6.00@ 7.00	6.00@ 7.00	5.00@ 6.00	6.00@ 6.50
Medium	5.00@ 6.00	5.00@ 6.00	4.50@ 5.00	5.50@ 6.00
Common	4.00@ 5.00	4.00@ 5.00	4.00@ 4.50	5.00@ 5.50
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	8.00@ 9.00	9.00@10.00	8.50@10.00	8.50@10.00
10-12 lbs. av.	9.00@ 9.00	9.00@10.00	8.50@10.00	8.50@10.00
12-15 lbs. av.	8.00@ 8.50	8.50@ 9.00	8.00@ 9.00	8.50@ 9.50
16-22 lbs. av.	7.50@ 8.00	7.50@ 8.50	7.00@ 8.50	8.00@ 9.00
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	6.00@ 7.00		7.00@ 8.00	6.50@ 7.50
PICNICS:				
6-8 lbs. av.		7.50@ 8.00		6.00@ 6.50
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	7.50@ 8.00		8.00@ 9.00	8.50@ 9.00
SPARE RIBS:				
Half sheets	4.00@ 4.50			
TRIMMINGS:				
Regular	4.00@ 5.00			
Lean	6.50@ 7.50			

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

**Superior Packing Co.**

Price Quality Service

Chicago



St. Paul

**DRESSED BEEF****BONELESS BEEF and VEAL**

Carlots

Barrel Lots

**NEW YORK NEWS NOTES.**

A. K. Gemback, legal department, Wilson & Co., Chicago, was a visitor to New York during the past week.

A. L. Scott, branch house sales department, Swift & Company, Chicago, was in New York for a few days during the past week.

William T. Harrington, manager Swift Gansevoort Market branch, New York City, has just taken title to a new home at Crestwood, in the hills of Westchester and not far from the Winged Foot golf course, the scene of his low score record.

Lester Weyant, secretary to W. K. Reardon, general manager, New York

Butchers Dressed Meat Company, and Miss Hilda Beck will be married on June 4 at Jersey City. Following a honeymoon at Virginia Beach the couple will make their home at West New York, N. J.

A. G. Mauer, assistant secretary, Merkel, Inc., Brooklyn, N. Y., has about recuperated from his recent illness and is now planning to take to boating in a big way, having under consideration the purchase of a 65-foot yawl in order that he can regain his strength by pulling up the sails.

R. Hervey Cabell, who represents Armour and Company interests in France, with headquarters in Paris, sailed from New York May 27 after a

visit of several months in the United States. Mr. Cabell spent much of this time in Chicago, and before sailing visited in New York for several days at the plant of the New York Butchers Dressed Meat Company.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended May 20, 1933, were as follows: Meat.—Brooklyn, 1,029 lbs.; Manhattan, 1,412 lbs.; Bronx, 350 lbs.; Queens, 2 lbs.; Richmond, 11 lbs.; total, 2,804 lbs. Fish.—Manhattan, 15 lbs. Poultry.—Brooklyn, 16 lbs.; Manhattan, 8 lbs.; Bronx, 11 lbs.; Queens, 7 lbs.; total, 42 lbs.

Watch Wanted page for bargains.

**The Columbus Packing Company****Pork and Beef Packers**

Columbus, Ohio

Schenk Bros., Managers

New York Office: 410 W. 14th St.

**ALBANY PACKING Co. Inc.**

ALBANY, N.Y.

**Liberty Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple  
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

# MEAT BAGS

BURLAP  
STOCKINETTE  
COTTON

**E.S. HALSTED & CO., Inc.****64 PEARL ST., NEW YORK CITY**

Joseph Wahlman, Dept. Mgr.  
(Formerly with Armour & Company)

**Makers of Quality Bags Since 1876****"Only \$3 for all this?"**

You'll be surprised, too, when you see how much luxury and convenience you can enjoy at the Hotel Lexington for as little as \$3 a day.

And here's another fact that'll make your expense account beam with gratitude—it costs only \$1 a day more for two persons at the Lexington. A room which is \$3 for one, for instance, is only \$4 for two persons.

**HOTEL LEXINGTON**

In Grand Central Zone, Lexington Ave. at 48th Street  
NEW YORK CITY

CHARLES E. ROCHESTER, General Manager

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	5.50@5.75
Cows, common to medium	2.75@4.00
Bulls, cutter to medium	3.00@3.65

## LIVE CALVES.

Vealers, good to choice	5.50@6.50
Vealers, medium	4.00@5.00
Vealers, common	2.00@3.50

## LIVE LAMBS.

Lambs, spring	8.25@8.50
Lambs, good	7.00@7.50
Lambs, medium	6.00@6.50

## LIVE HOGS.

Hogs, 140-160 lbs.	5.40@5.50
Hogs, 220-250 lbs.	4.50@5.00
Pigs	@4.15

## DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	7.25@7.50
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## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy	12 1/4@13 1/4
Choice, native, light	12 1/2@13 1/2
Native, common to fair	11 1/4@12

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	12 @13
Native choice yearlings, 440@600 lbs.	12 @13
Good to choice heifers	@11
Good to choice cows	@10
Common to fair cows	@7
Fresh bologna bulls	@6

## BEEF CUTS.

	Western.	City.
No. 1 ribs	18 @20	18 @20
No. 2 ribs	16 @18	16 @18
No. 3 ribs	12 @14	14 @15
No. 1 loins	16 @20	20 @22
No. 2 loins	14 @15	16 @18
No. 3 loins	10 @12	12 @14
No. 1 hinds and ribs	13 @15	14 @16
No. 2 hinds and ribs	11 @13	12 @14
No. 1 rounds	11 @12	10 1/2 @11
No. 2 rounds	9 @10	9 @10
No. 3 rounds	8 @9	8 @8 1/2
No. 1 chucks	9 @10	10 @11
No. 2 chucks	7 @8	9 @10
No. 3 chucks	6 @7	7 @8
Bolognas	6 @7	6 1/2 @7 1/2
Rolls, reg. 6@8 lbs. avg.	22 @23	22 @23
Tenderloins, 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	50 @60	50 @60
Tenderloins, 5@6 lbs. avg.	50 @60	50 @60
Shoulder clods	11 @12	11 @12

## DRESSED VEAL.

Good	11 @13
Medium	9 @11
Common	8 @9

## DRESSED SHEEP AND LAMBS.

Genuine spring lambs	16 @17
Winter lambs, choice	14 @15
Winter lambs, medium	13 @14
Sheep, good	7 @8
Sheep, medium	6 @7

## FRESH PORK CUTS.

Pork loin, fresh, Western, 10@12 lbs.	9 1/2 @10 1/2
Pork tenderloin, fresh	20 @22
Pork tenderloin, frozen	16 @18
Shoulders, Western, 10@12 lbs. avg.	7 1/2 @8
Butts, boneless, Western	9 @10
Butts, regular, Western	8 1/2 @9
Hams, Western, fresh, 10@12 lbs. avg.	11 @11 1/2
Picnic hams, Western, fresh, 6@8 lbs.	7 @8
Pork trimmings, extra lean	8 @9
Pork trimmings, regular 50% lean	6 @6 1/2
Sparr ribs	6 1/2 @7

## SMOKED MEATS.

Hams, 8@12 lbs. avg.	14 1/2 @15 1/2
Hams, 10@12 lbs. avg.	14 @14 1/2
Hams, 12@14 lbs. avg.	13 1/2 @14
Picnics, 4@6 lbs. avg.	9 @10
Picnics, 6@8 lbs. avg.	9 @10
Rollettes, 8@10 lbs. avg.	10 @11
Beef tongue, light	22 @25
Beef tongue, heavy	23 @25
Bacon, boneless, Western	14 1/2 @15 1/2
Bacon, boned city	13 1/2 @14
City pickled bellies, 8@10 lbs. avg.	10 1/2 @11 1/2

## FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, 1 c. trim'd.	30c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	40c a pair
Beef kidneys	10c a pound
Mutton kidneys	10c each
Livers, beef	25c a pound
Oxtails	13c a pound
Beef hanging tenders	18c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@.65 per cwt.
Breast fat	@.80 per cwt.
Edible suet	@1.50 per cwt.
Inedible suet	@1.25 per cwt.

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	12	1.40	1.50	1.55	1.80
Prime No. 2 veals	11	1.25	1.35	1.40	1.55
Buttermilk No. 1	10	1.15	1.25	1.30	1.40
Buttermilk No. 2	9	1.05	1.15	1.20	1.30
Branded grubby	6	.75	.85	.90	1.00
Number 3	6	.75	.85	.90	1.00

## BUTTER.

Creamery, extras (92 score)	@23 1/2
Creamery, firsts (91 score)	@23 1/4
Centralized (90 score)	@23 1/2

## EGGS.

## (Mixed Colors.)

Special packs or henry selections	15 1/2 @16 1/2
Standards	15 @15 1/2
Storage packed	14 @14 1/2

## LIVE POULTRY.

Fowls, colored, via express	@16
Fowls, Leghorn	@15
Broilers, avg.	@19

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good.

Western, 60 to 65 lbs. to dozen, lb.	14 @16
Western, 48 to 54 lbs. to dozen, lb.	14 @16
Western, 48 to 47 lbs. to dozen, lb.	14 @15
Western, 36 to 42 lbs. to dozen, lb.	14 @15
Western, 30 to 35 lbs. to dozen, lb.	13 @14

Fowls—fresh—dry pkd.—12 to box—prime to fcy.

Western, 60 to 65 lbs. to dozen, lb.	17 @17
Western, 48 to 54 lbs. to dozen, lb.	17 @17
Western, 48 to 47 lbs. to dozen, lb.	16 @16
Western, 36 to 42 lbs. to dozen, lb.	16 @16
Western, 30 to 35 lbs. to dozen, lb.	15 @15

Ducks—

Long Island	@14
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Squabs—

White, ungraded, per lb.	@25
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Turkeys, frozen, No. 1:

Young toms	21 @24
Young hens	20 @23

Fowls, frozen—dry pkd.—12 to box—prime to fcy.

Western, 60 to 65 lbs. to dozen, lb.	17 @17
Western, 48 to 54 lbs. to dozen, lb.	17 @17
Western, 48 to 47 lbs. to dozen, lb.	16 @16

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended May 18, 1933:

	May 12	13	15	16	17	18
Chicago	22 1/2	22 1/2	22 1/2	22 1/2	22 1/2	22 1/2
New York	23 1/2	23 1/2	23 1/2	23 1/2	23 1/2	23 1/2
Boston	24	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2
Phila.	24 1/2	24 1/2	24	24	24 1/2	24 1/2

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

	22 1/2	22 1/2	22 1/2	22 1/2	22 1/2
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1933.	1932.
Chicago	49,126	44,347	50,446	1,068,074	1,126,483
N. Y.	67,823	59,006	72,122	1,481,970	1,537,152
Boston	21,919	20,418	23,597	452,929	420,337
Phila.	25,471	20,056	18,890	530,798	494,419

Total 164,339 143,827 165,064 3,533,771 3,584,391

Cold storage movement (lbs.):

	In	Out	On hand	Same
	May 18.	May 18.	May 19.	last year.
Chicago	446,182	12,861	4,148,187	2,452,379
New York	67,890	26,000	1,101,088	1,774,781
Boston	66,550	5,339	549,497	743,144
Phila.	68,826	39,956	1,977,233	1,409,567
Total	649,748	84,156	7,770,005	6,400,871

FERTILIZER MATERIALS.  
BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, per ton basis ex vessel Atlantic ports:	
May-June	@22.00
July	@21.50
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@nom.
Blood, dried, 16% per unit.	@2.25
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory.	2.00 @ 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	2.35 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. Del'd Balt. & Norfolk	2.00 @ 50c
Soda nitrate, per net ton.	@24.00
in 200-lb. bags.	@23.50
in 100-lb. bags.	@23.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.	2.50 @ 10c
Tankage, unground, 9@10% ammonia.	2.50 @ 10c

## Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@22.00
Bone meal, raw, South American, 4 1/2 and 50 bags, per ton, c.i.f.	@23.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.	@7.50

## Potash.

Manure salt 30% bulk, per ton	@19.15
Kainit, 14% bulk, per ton	@9.70
Muriate in bags, per ton.	@37.15
Sulphate in bags, per ton.	@47.50

Less temporary discount 10 1/2 %.

## Dry Rendered Tankage.

50% unground	@.80
60% ground	@.85

## BONES, HOOF, AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 48 lbs., per 100 pieces	@ 60.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@ 65.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended May 20, 1933, with comparisons:

	Week ended May 20.	Prev. week.	Cor. week. 1932.
West. drsd. meats:			
Steers, carcasses	6,588 1/2	9,367 1/2	6,357
Cows, carcasses	585	952 1/2	576
Bulls, carcasses	164	304	226
Veals, carcasses	10,472	13,900	11,537
Lambs, carcasses	31,351	35,847	28,066
Mutton, carcasses	2,254	2,160	2,029
Beef cuts, lbs.	473,380	476,643	351,117
Pork cuts, lbs.	2,344,005	2,463,887	2,255,044
Local slaughters:			
Cattle	8,781	9,205	10,115
Calves	14,388	15,817	12,064
Hogs	38,663	45,005	42,280
Sheep	64,060	69,253	69,541

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended May 20, 1933:

	Week ended May 20.	Prev. week.	Cor. week. 1932.
West. drsd. meats:			
Steers, carcasses	2,291	2,640	2,510
Cows, carcasses	154	968	972
Bulls, carcasses	414	458	336
Veals, carcasses	1,225	1,467	1,276
Lambs, carcasses	14,753	14,767	12,970
Mutton, carcasses	1,062	1,332	690
Pork, lbs.	611,170	566,100	506,735
Local slaughters:			
Cattle	1,731	1,675	1,629
Calves	4,123	5,674	2,904
Hogs	19,222	19,280	19,185
Sheep	5,932	5,984	5,214

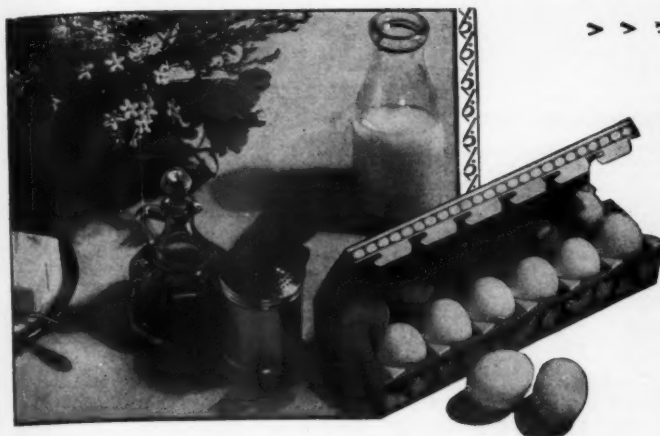
## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended May 20, 1933, with comparisons:

	Week ended May 20.	Prev. week.	Cor. week. 1932.
West. drsd. meats:			
Steers, carcasses	2,688	2,621	2,306
Cows, carcasses	1,674	1,860	1,868
Bulls, carcasses	30	6	37
Veals, carcasses	1,144	885	825
Lambs, carcasses	23,578	19,687	18,646
Mutton, carcasses	1,501	1,454	559
Pork, lbs.	681,628	382,325	501,006



# A QUALITY SETTING



> > > FOR YOUR EGGS

IT IS not the gem only, but the setting also; not the actor alone, but the scenery too. So with eggs; the carton must provide a pleasing background. It must reflect that quality for which women still pay a premium.

Large, high grade eggs--that is the picture, when your eggs enjoy the setting of the Self-Locking Cushion Carton.

Samples Gladly Sent Upon Request

**SELF-LOCKING**  
**EGG CUSHION CARTONS**  
**SELF-LOCKING CARTON CO.**  
589 E. Illinois St. CHICAGO Phone Superior 3887

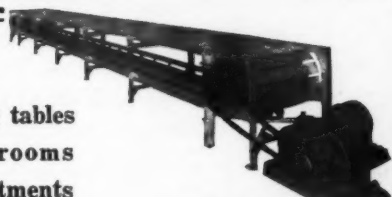
## A FEW WELL-KNOWN USERS

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Morris & Co.  
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Cudahy Packing Co.  
Young's Market Co., Inc.  
Southern Grocery Stores, Inc.

Bowman Dairy Co.  
Beatrice Creamery Co.  
Borden's Farm Products Co.  
Land-O-Lakes Creamery, Inc.  
Economy Grocery Stores Corp.  
Golden State Milk Products Co.  
The Kroger Grocery & Baking Co.  
Washington Co-op. Egg & Poultry Ass'n.

## VELVET

DRIVE Moving tables  
for cutting rooms  
and other departments  
are substantial, smooth-  
running and durable.



One of several VELVET  
DRIVE cutting tables re-  
cently built for a large  
modern cutting room.

## J. W. HUBBARD CO.

Manufacturers of a complete line of packing house  
machinery and equipment

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Chicago

WHEN YOU THINK OF EQUIPMENT, THINK OF HUBBARD

## "HALLOWELL" PACKING PLANT EQUIPMENT



Pat. applied for

Fig. 1091 "Hallowell"  
Meat Truck

Incorporates every up-to-date  
improvement; is perfectly sanitary  
and so sturdy and strong it will  
outwear other makes.

Furnished heavily galvanized or  
of Monel Metal, as preferred.  
Write for BULLETIN 449  
covering our complete line of  
"HALLOWELL" Packing Plant  
Equipment.

**STANDARD  
PRESSED STEEL CO.**  
Jenkintown, Pa.  
Box 550



# Heekin Cans

Attractive, colorful, lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.

The Heekin Can Co.

Cincinnati, Ohio

# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### Sausagemaker

Has 15 years' experience. Understands sausage-making thoroughly and guarantees product of uniform, perfect appearance and flavor, maximum yield at minimum cost on all kinds of sausage, regardless of price. Age 32, German, married. W-283, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Plant Superintendent

with over 22 years' all-around, practical, packinghouse operating experience desires position. Can handle all departments; operate plant economically; produce quality products and get results. Employed as plant superintendent for several years. Handle any size plant. Know costs and yields. References. W-270, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Your Sausage Troubles

Do you have trouble with your sausage and meat specialties? Cure? Seasoning? Shrinkage? Color? Smoking troubles? Keeping qualities? I can solve your difficulties for you. Write W-200, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Foreman or Sausagemaker

Steady position wanted by first-class sausage-maker, with 20 years' experience, in large or medium plant as sausage-maker or foreman. Able to produce quality sausage, all kinds of meat loaves, boiled and baked hams, and specialties. Understands costs and yields. Not afraid of hard work. Prefer Ohio, Indiana, Kentucky or Illinois. W-271, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### By-Products Executive

Young man with 15 years' thorough practical experience, combined with technical understanding of inedible products, wishes to communicate with packing-house or rendering plant looking for serious-minded worker. W-282, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Working Sausage Foreman

Position wanted by expert sausage-maker who guarantees fine quality sausage and loaves; also smoked and baked hams and all kinds of delicatessen. Can handle labor efficiently and know costs and yields. San Francisco and Oakland, California, preferred. H. Kirsch, 1512 Underwood Ave., San Francisco, Calif.

## Men Wanted

### Partner

Wanted as partner, responsible, experienced livestock buyer with \$5,000 to invest in modern sausage plant and wholesale market, operating past 5 years. Propose to do own killing to increase profits. Located in Cove Creek Dam territory. Mountain climate. References exchanged. W-280, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Partner Wanted

Half interest in established wholesale meat business offered to party with \$15,000 cash to invest. California town of 100,000. Plenty of business and live stock. Prefer party to take active part but not necessary. Investigation invited. Do not answer unless you have cash. W-281, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Sausagemaker

Wanted, all-around sausage-maker who can produce quality products and specialties. Well known plant metropolitan district of New York. Must have perfect record and recommendations. Good salary to right man. W-277, The National Provisioner, 300 Madison Ave., New York, N. Y.

Are you looking for a position?  
Let The National Provisioner Want  
Ads. find one for you.

## For Sale and Wanted

### Plant for Sale or Lease

Will sell or lease packing plant; or will consider partner with part capital provided he knows the business. Plant can be run in small way with retail market or wholesale. Has 1600 pound cooler, York compressor, smoke house with tracks and other machines. Write Crane's Market, 228 S E 4th St., Evansville, Ind.

### Sausage Cutter

For sale, 300-pound Hottmann cutter and mixer. Latest model. Has just been rebuilt by manufacturer. Guaranteed good as new machine in operation and in appearance. Price only \$425 F.O.B. Philadelphia. George Offenhauser, Sales Agent, 3325 Allen St., Philadelphia, Penn.

### Rendering Equipment

For sale, Recessed Filter Presses, all sizes; Lard Rolls; Dopp Jacketed Kettles; Hammer Mills; Disintegrators; Melters; Cookers; Mixers; Ice Machines; Boilers; Pumps; etc. Send for latest bulletin. What machinery have you for sale? CONSOLIDATED PRODUCTS CO., INC. 14-19 Park Row, New York City.

### Dry Rendering Tanks

Wanted, two dry rendering tanks, 4 x 7 or 5 x 9. A. C. Roberts, Kimberton, Pa.

### Wanted to Rent

complete sausage equipment by thoroughly experienced sausage-maker, high-grade luncheon meats and boiled ham specialist. Partnership will be considered. W-273, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Office Equipment at 50% Discount

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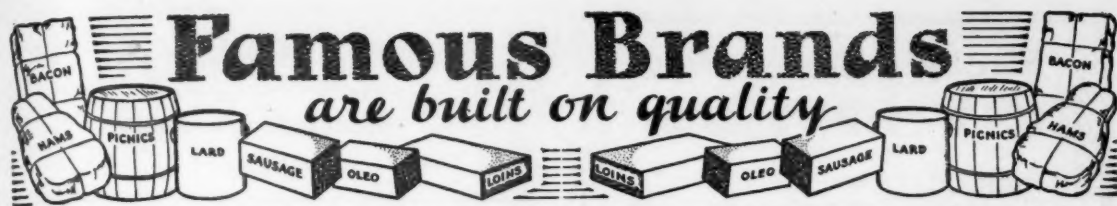
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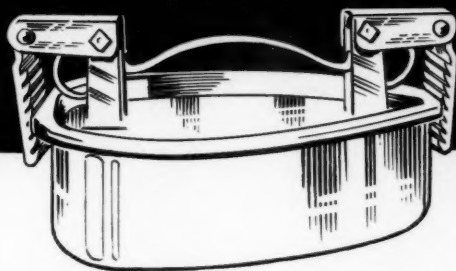
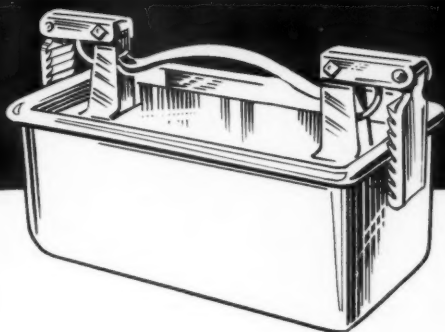
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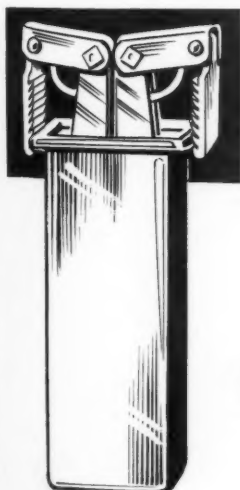
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